



spotlight

May 2013 Vol. 46 No. 5



GIVING BACK TO THE COMMUNITY

A monthly publication spotlighting top producers of American Income Life and National Income Life



Roger Smith
Chief Executive Officer
AIL & NILICO

Greater Than Ourselves

“Success follows those who champion a cause greater than themselves.”
— George Alexiou

Two tragic events in April etched the month into our country’s history. On April 15th, two bombs were detonated at the finish line of the Boston Marathon, killing three and injuring more than 170 people.

Two days later — and much closer to home — a massive explosion occurred at a fertilizer plant in West, Texas, just minutes from AIL’s Home Office in Waco. Fifteen people, most of them first responders, lost their lives, dozens were injured and much of the town was damaged or destroyed. One of our policyholders, a first responder, lost his life. No American Income employee lives were lost and there were no injuries, but several lost loved ones and friends and many sustained extensive damage to their homes.

With no thought for their own safety, people who were present at both events ran toward the danger, placing themselves in harm’s way, to do what they could to help others. In the aftermath, people from around the country and the world responded with a flood of donations. Hundreds of volunteers made their way to West, helping the Red Cross provide assistance, distributing food, personal items and household goods.

There was never a question as to whether we would reach out to our neighbors. We decided to designate West as an emergency *Closer to the Heart* project, which allowed us to collect donations from our SGAs as well as the Waco and McKinney offices, and secure partial matching funds from Torchmark Corporation. Altogether, more than \$43,000 (including the partial match) went to our employees and their families affected by the disaster.

This level of giving should come as no surprise. Giving is what we do every day. To those outside of the Company, Bernard Rapoport is remembered for his philanthropy rather than as the founder of American Income. His vision, his enduring generosity and sense of right form the foundation and the thread that binds and strengthens AIL/NILICO.

Giving is like any other skill — you get better at it the more you practice. The more you practice, the more you are developing giving as a habit. The amount you give doesn’t matter as much as the fact that you give, but once you are in the habit of giving, you find yourself looking for other ways to help and wanting to give more.

As counterintuitive as it seems, giving doesn’t diminish the giver. When we give, what we’re really doing is investing in our community, our society, our world. We’re not left with less. According to Proverbs 11, “There is one who scatters, and yet increases all the more, and there is one who withholds... and yet it results only in want. The generous man will be prosperous, and he who waters will himself be watered.”

In spite of — or because of — the ever-increasing ways American Income finds to donate annually to various causes, individually and as a company, we continue to grow and prosper. Helping those in need... volunteering ... supporting causes that are important to working families with financial contributions and our activism: *this is who we are.*

This issue of *Spotlight* highlights various ways that giving manifests itself at AIL/NILICO. And it is, by no means, complete. As you look through pages 14-19, I encourage you to see yourself as part of this culture of giving. Look for ways that you can get involved.

Together, our efforts not only make a difference, they make a very BIG difference.



Editor’s Note: The devastating tornados in Shawnee and Moore, Oklahoma occurred just prior to press time. Donations are being collected but no details were available.

■ spotlight

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Managing Editor

Sam Yarbrough
syarbrough@aillife.com

Writer & Copy Editor

Leah Fry
lcfry@aillife.com

Lead Designer

Annalee MacFie
amacfie@aillife.com

Graphic Designer

Jonathan McGinnis
jpmcginnis@aillife.com

Multimedia Designer

Curtis Kenney
cekenney@aillife.com

Contributors

Daniel Acton
Becky Brown
Paula Clements
Karen Curtis
Barbara DuPree
Carrie Eckles
Lana Giebe
Angel Henderson
Mary Lampert
Lisa LaValley
Christopher Mason
Muñeca Moody-Yanez
Pat Nevarez
Teri Porter
Amy Rivera
Wayne Stinson
Robyn Talley
LaTonja Wilkerson
Rhonda York

Home Office

254-761-6400

Web Sites

www.aillife.com
www.nilife.com
AILLaptopOnDemand.com
NILICOLaptopOnDemand.com
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sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

total bonuses paid out

This month AIL and NILICO paid a total of \$2,345,307 in bonuses. For more information on the monthly bonuses, turn to Page 30-37.

Total: \$2,345,307

required retention rate

Effective Jan. 1, 2013, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer’s first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	69.0%
Net to Gross:	78%

dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Monday 06/24** before 2:00 P.M. CST. Paper apps for areas excluded from the 7 day hold and PR credits must be at HO by **Wednesday 06/26** to count for **June** production.

*look for the asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2014 Awards Presentation are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2014 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Hilton San Francisco Union Square hotel located in San Francisco, California! The convention will be held May 29 - June 1, 2014.*



leadership academy

pg. 10



new LAB members

pg. 13



giving back to the community

pg. 14



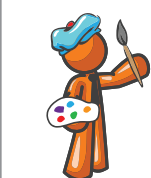
PR activism

pg. 18



Q1 contributions

pg. 19



LOOK FOR ME!



ANNIVERSARIES



40 Years of Service
David Blaisdell, PR
25 Years of Service
John Wagner, PR
21 Years of Service
David Thornton, RGA
18 Years of Service
Lawrence Hauck, AGT
17 Years of Service
Durhon Oldham, SGA
Leo VanDenBussche, PR
16 Years of Service
Michael Hanson, MGA
15 Years of Service
Al Wall, PR
14 Years of Service
Theresa Bellajaro, AGT
David Iriye, MGA

13 Years of Service
Timothy Clark, AGT
Allan Jennings, SGA
12 Years of Service
James Bailey, SGA
Joseph Diecedue, SGA
Steve Greer, SGA
Patricia G Lee, AGT
11 Years of Service
Travis Vandenberghe, AGT
10 Years of Service
JoAnne Marks, AGT
Cheryl McLean, SA
Jay Meyer, AGT
Lily Tchen, MGA
9 Years of Service
Allison Bankowski, AGT
Levar Morgan, RGA

8 Years of Service
James Aalders, AGT
7 Years of Service
Benjamin Ainscough, GA
Matthew Cartwright, GA
Gregory Hayman, AGT
Daven Hermosura, RGA
Glyn Hurst, AGT
Jose Lopes, MGA
Laura McCurry, SA
6 Years of Service
Amy Buskas, AGT
Eric Cochran, SGA
Luay Ghawi, MGA
Roghie Hassan Loo, AGT
Stephen Hill, RGA
Kevin Ishikane, RGA
David Ramirez, AGT

Dawn Trudden, PR
5 Years of Service
Tony Anderson, PR
Brent Arbour, RGA
Jason Beckman, PR
Sharon Brenner, MGA
Dustin Dunlap, MGA
Dason Phaul, SA
Janis Pitts, PR
Jessica Santamarina, MGA
4 Years of Service
Rita Charles, AGT
Juan De la Cruz, AGT
David Higa, GA
Marko Jankovic, MGA
Steve Marker, GA
Matthew Parks, RGA
Kiet Truong, GA

Sally Wilson, AGT
3 Years of Service
Sione Aholoka, AGT
Brian Ailt, GA
Robert Chun, GA
Jason Lassic, MGA
John Ophals, MGA
Vishwanath Sankaran, AGT
Thomas Strickland, AGT
John Velardo, MGA
2 Years of Service
Marissa Boo, AGT
Mike Bray, SA
Christopher Buonanni, GA
Timothy Byrnes, SA
Jose Castillo, AGT
Aaron Dunlap, GA
Mary Maida Fujii, AGT

Matthew Gabler, SA
David Joh, AGT
Travis Kajiwara, AGT
Janice Karingten, SA
Tanisha Mathis, GA
Michael Oluajeiobe, AGT
Jonathan Phillips, GA
Samantha Sliger, RGA
Linda Stevenson, AGT
Massoud Vaziri, GA
Wendy Willrodt, AGT
Brian Wilson, SA
1 Year of Service
Louis Anderson, AGT
Carlos Arballo, MGA
Michael Ayala, SA
Rachel Balasingam, SA
Janson Bennett, SA

Brian Black, PR
Richard Brock, SA
William Brookshire, GA
William Brown, AGT
Linda Buckner, AGT
Kelly Callander, AGT
Ryan Casey, SA
Zhenxing Chen, GA
Joseph Cruickshank, SA
Punalei Fanta, AGT
Kristopher Ferrell, AGT
Kenneth Ford, SA
Trishia Gaines, SA
John Galindo, GA
Nathan Gay, GA
Melanie Hail, SA
Barbara Harden, GA
Todd Harding, GA

Mevla Hasan, SA
Kevin Holloran, GA
Kevin Huber, MGA
Elizabeth Hughes, AGT
Shirley Johnson, SA
Avis Kava, SA
Delvin King, SA
Michele Kirk, GA
Jonathan Kitzmiller, AGT
Michel LaHaye, AGT
Andrew Leah, AGT
Donna LeBeau, AGT
Trevor Looney, AGT
Marva Lumar, GA
Michelle McCampbell, AGT
Christopher Mendes, SA
Neutris Mishanie, AGT
Yolette Mompoin, AGT

Christian Ortiz, SA
William Oseroff, MGA
Dudith Pierre-Victor, AGT
Tanya Potter, GA
Robert Recker, SA
Tamoy Redwood, GA
Reuben Rios-Cruz, MGA
Caio Rosa, GA
Victor Rosario, SA
Marcelious Ross, AGT
James Russell, AGT
Michael Sandoval, SA
Michaela Sertler, AGT
Jamal Simmons, SA
Douglas Slagboom, MGA
Gary Slocum, MGA
Michael Stewart, AGT
Timothy Stocker, GA

Shelley Suggett, GA
James Thompson, SA
Ismael Torres, AGT
Nicholas Triantafyllidis, GA
Leah Warner, SA
Michael Whitmore, AGT
Jeremiah Wiskeman, SA
John Young, GA
Martha Zelaya, GA

PROMOTIONS

Regional General Agent
Dorian Brown
Robert Hamilton
George Noujaim
Joseph Pappalardo
Matthew Parks
Master General Agent
Kaitlyn Brandt
Dustin Brooks
Vincent Carll
Matthew Conrad
Matthew Davidson
Ashley Delevieleuse
Stephen Liberto
Chad McLaughlin
Nicholas Moore

Douglas Slagboom
Gary Slocum
Thomas Soloweyko
Lily Tchen
60% General Agent
Britton Costa
Bradley Gaspard
Nathan Gay
Dean Jensen
Albert Kauderer
Dexter Phillip
Brian Zuzick
57.5% General Agent
Pamela Altman
Jorge Alvarez
Darrell Ballard

Tracy Barrett
Christina Black
Delfin Clark
Jeremie Dupuis
Troy Elliott
Corey Hallam
Todd Harding
Christopher Kennedy
Michele Kirk
John Leggio
Brandon Marshall
John Reynolds
David Riddle
Spencer Rowland
Cherylynn Voges
Anthony Wright

55% Supervising Agent
Cally Burnside
Mark Caraway
Corey Cash
Cedric Cobbs
Sheila Ellis
Jason Engelman
Kevin Eyster
Kyle Garrett
Larry Gatt
Justin Hamel
Todd Kisty
Charmaine Lam
Marti Long
Thomas McCormick
Laura McCurry

Wilkins Morency
Christopher Nixon
Aaron Pohl
Zachary Sandoval
John Teachout
Eric Thompson
Kyle Thompson
Serena Wheeler
Wyneisha Wilson-Robinson
52.5% Supervising Agent
Stephen Arneson
Kalai Asuela
Mackenzie Ball
Aundrey Beard
Justin Bedard
Susan Bedrossian

Tamara Belcher
Kimberly Bland
Kyana Brooks
Daniela Carcamo-Mendez
John Catalano
Jerome Citrowski
Leanne Clark
Seth Connolly
Charisse Coronel
Andrew Creamer
Nichole Day
Jean-Francois Diotte
Kyle Diotte
Christine DiSanto
Gerald Enkin
Christian Fahey

Aitu'uua Fakaosi
Filifiloteine Fakapelea
Lauren Frazer
Jason Fuller
Lonnie Fuller
Jacqueline Gordon
Jesmond Grech
Pamela Hacker
Jeffrey Hall
Andrew Hamilton
John Hollis
Peter Hornbeck
David Charles Jackson
Joel Johnson
Meaghan Kehl
James King

Phillip Kogel
Gregory Koziarz
Ronald Lalonde
Jillian Libenson
Joseph Lillo
Michael Mann
Lisa Martin
Grace McQueen
Anne Melville
Heather Miller
Melinda Mohammed
Herman Morrow
Emma Mosher
Patrick Mueller
Grant Myers
Yvette Nelson

Peter Perte
Chanthakhan Phommachanh
Rakesh Ramkarran
Ricardo Retamoso
Frederick Rowan
Jesse Sault
John Schatz
Michael Schmidt
Ellen Schultz
Roxanne Scott
Hamed Shalhaf
Heilala Siale
Laurel Silva
Denis Snyder
Alexander Spooner
Paul Stensland

Soonalote Taogaga
Stephen Temple
John Todd
Cody Toth
Felicia Tramel
Levi Vetter
Dishon White
Whitney Williams
Rachel Zimmerman

★★★★★
**ATTENTION
 MGAs**
 ★★★★★

NEW AGENT RETENTION — BONUS PROGRAM —



Matthew Parks
 \$5,250
 Surace-Smith



Kaitlyn Brandt
 \$2,250
 Oldham-Bianchi



Jason Bratin
 \$2,250
 Theodore Pappas



Darrell Asbell
 \$2,000
 Allig-Orlovic



Phillip Rigoli
 \$1,750
 Laura Fisher

April Bonus Payout: **\$67,250**

April Bonus Qualifiers: **86**

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Matthew Parks	\$5,250	Ofa Tupouniua	\$1,250	William Oseroff	\$1,000	Mark Glazer	\$500
Kaitlyn Brandt	2,250	Ryan Bisanz	1,000	Aaron Parks	1,000	Stephen Hill	500
Jason Bratin	2,250	Matt Flores	1,000	Shelly Russell	1,000	Shiwa Hollingsworth	500
Darrell Asbell	2,000	Charley Forshee	1,000	Matthew Turnquist	1,000	Marko Jankovic	500
Phillip Rigoli	1,750	Luay Ghawi	1,000	Daniel Bauer	750	Michael Laramie	500
Mavrick Fredericks	1,500	Matthew Girard	1,000	Erik Boyd	750	Amie McCracken	500
Kenneth Greer	1,500	Alexandra Graham	1,000	Phillip Jenkins	750	Joshua Olin	500
Steven King	1,500	Zachary Hart	1,000	Matt Pflueger	750	Minh Phung	500
Randy Teyssier	1,500	Elias Hazen	1,000	Doreen Ryan-Foti	750	Nasr Quadri	500
Joshua Bloomquist	1,250	Tiare Hubbard	1,000	Timothy Wilson	750	Brandon Schwed	500
John Collins	1,250	Henry Ingraham	1,000	Denise Berrios	500	Steve Svendson	500
Cara DeFiore	1,250	Ricky Jenkins	1,000	Norman Candelore	500	Brandon Teter	500
Brett Gryska	1,250	Stephen Jeung	1,000	Jordan Chalom	500	Krista Thieme	500
Daven Hermosura	1,250	Robert Kanaan	1,000	Michael Clemente	500	Ryan Tucker	500
Gary Slocum	1,250	Melinda-Rae Lyse	1,000	Lucky Faaitiiti	500	Sara Welch	500

HERE'S HOW IT WORKS:

The MGA Agent Retention Bonus rewards MGAs with Agents on their team who write \$4,000 Net ALP monthly in months 4-6 of their tenure. Here's how it works: If an Agent in MGA hierarchy writes a minimum of \$4,000 Net ALP in the 4th month of tenure, the MGA gets \$250 bonus; in the 5th month, the MGA gets \$500 bonus; in the 6th month, the MGA gets \$1,000 bonus.

Dear Future SGA

Whether you are new to our Company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these three levels.

Level 1: Qualifying

To qualify you must meet the following criteria:

- 18 months of continual service with AIL/NILICO
- Production of at least \$175,000 of 1st Six Mo. Agent production (Last 12 Months)
- Must have a 4-Month Retention Rate of 68.0% or higher (Please note that although you need to qualify to be promoted, we will begin the process as soon as you achieve the production level regardless of quality factor.)

Level 2: Preparing for an Offer

Once you qualify by achieving the above criteria, a Personal Leadership Profile will be sent to your home address with a copy to your SGA. Also, we will schedule a conference call between you, your SGA, your SGA's Director, and the Home Office to determine your interest in being an SGA and to initiate a consistent communication process between you, your SGA and the Home Office.

Level 3: Getting an Offer

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

CODES

The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new agents who were coded under their hierarchy for the month.

SA

NAME	#	SGA	NAME	#	SGA
Ambrosia Mote	5	Joseph Diecedue	Larry Daniels	3	Gevorg Yanukyanyan
Anthony Gargano	5	Sabrina Lloyd	LaMeesha Jones	2	Jason Adamo
Karl Amlic	4	Altig-Orlovic	Evergreen Am	2	Altig-Orlovic
Barbara Seyoum	4	Samantha Chui	Michael Benton	2	Altig-Orlovic
Gordon Biggums	4	Cunningham-Weatherspoon	Benjamin Clabaugh	2	Altig-Orlovic
Ibrahim Bah	4	Fred Hadayia	Devin Jump	2	Altig-Orlovic
James Thompson	4	Surace-Smith	Jaci Miller	2	Altig-Orlovic
Richard Finn	3	Altig-Orlovic	Scott Schwartzkopf	2	Altig-Orlovic
Liam Flaherty	3	Simon Arias	Mackenzie Ball	2	Simon Arias
Ronald Rennich	3	Simon Arias	Aaron Haynes	2	Simon Arias
Jeremiah Wiskeman	3	Simon Arias	Heather Southern	2	Simon Arias
Allison Hanson	3	Richard Correa	Richard Wagner	2	Simon Arias
Caleb Spore	3	Chad Deley	Monet McCoy	2	Slav Bitman
Michael Russo	3	Laura Fisher	Haven Wilson	2	Samantha Chui
Craig Alster	3	Gigliione-Ackerman	Daniel Hwang	2	Cohen-Cohen
Terrence Williams	3	Fred Hadayia	Garik Petrosyan	2	Cohen-Cohen
Milica Zivkovic	3	Sabrina Lloyd	Richard Long	2	Brandon Cooley
Patrick Creameans	3	Chris Lussier	Maria Soliz	2	Brandon Cooley
Mynor Lemus	3	Bob Olson	Russell Holzer	2	Richard Correa
Gary Richard	3	Chad Panzer	Tuwanan ONeal-Delaney	2	Richard Correa
Donald Devoise	3	Scott Rehberg	Nicholas Pelham-Clarke	2	Richard Correa
Krin Hall	3	Scott Rehberg	Patrick Mueller	2	Nigel Crowe
Paul Wood	3	Alex Roland	Alexandra Rojas	2	Cunningham-Weatherspoon
Darryl Johnson	3	Paul Rumbuc	Stephen Arneson	2	Chad Deley
Brenton Patterson	3	Paul Rumbuc	Joshua Rush	2	Chad Deley
Emmanuel Villasenor	3	Bob Wingate	Jeff Rouse	2	Joseph Diecedue

GA

NAME	#	SGA	NAME	#	SGA
Alex Torruella	7	Sabrina Lloyd	Ileana Rosas	5	Cohen-Cohen
William Brookshire	6	Richard Correa	Kierra Goodwin	5	Nigel Crowe
Megan Herickhoff	6	Chad Deley	Scott Patterson	5	Joseph Diecedue
Marva Lumar	6	Joseph Diecedue	Brian Zuzick	5	Laura Fisher
Michael Gerstein	6	Gigliione-Ackerman	Ashlee Hutchins	5	Gigliione-Ackerman
John Young	6	Steve Greer	Roosevelt Wilson	5	Gigliione-Ackerman
Mir Khan	6	Theodore Pappas	Andjela Avram	5	Matt Henderson
Darwin Roman	6	Gevorg Yanukyanyan	Mohammed Moalawi	5	Theodore Pappas
Patrick Knouse	5	James Bailey	Gavin Chung	5	Scott Rehberg
			Leslie Jacobs	5	Jeremy Welch
			Caio Rosa	5	Williams-Zophin
			William Whaley	4	Jason Adamo
			Virginia Lee	4	Altig-Orlovic
			Joshua Cosentino	4	Simon Arias
			Britton Costa	4	Simon Arias
			Charles Ferrari	4	Simon Arias

NAME	#	SGA	NAME	#	SGA
Alfred Valencia	2	Desi Dimitrova	Calvin Irving	2	Theodore Pappas
Justin Wallace	2	Desi Dimitrova	Lockert Johnson	2	Theodore Pappas
Brian Bartholomew	2	Laura Fisher	Leroy Simpson	2	Theodore Pappas
Jason Johnson	2	Laura Fisher	Joseph Lillo	2	Philip Prata
Liliana Avila	2	Steve Friedlander	Mark Medina	2	Philip Prata
Moli Kaufusi	2	Steve Friedlander	Kelly Ekker	2	Tiffany Roland
Debbie Moke	2	Steve Friedlander	Harley Ballew	2	Dan Rubio
Soonalote Taogaga	2	Steve Friedlander	Fadi Farha	2	Paul Rumbuc
Christopher Mendes	2	Gigliione-Ackerman	Micah Focken	2	Paul Rumbuc
Sandra Torres	2	Gigliione-Ackerman	Josh Tompkin	2	Paul Rumbuc
William Flournoy	2	Steve Greer	Eric Gallant-Munroe	2	Imran Satti
Donald Hill	2	Steve Greer	Adam Huck	2	Surace-Smith
Slavita Hut	2	Steve Greer	Eric Peyton	2	Surace-Smith
Dean Jensen	2	Steve Greer	Michael Holmes	2	Jeffery Thiel
Yuridia Stoffa	2	Fred Hadayia	Meaghan Kehl	2	Brian Traboulay
Clarence Waller	2	Chris Hernandez	Keith Liddell	2	Jeremy Welch
Danae Manwill	2	Jatoft-Foti	Bess Wilson	2	Jeremy Welch
Steven Piro	2	Chris LaFond	Arie Davis	2	Williams-Zophin
Adam Meyer	2	Sabrina Lloyd	Yonique Gordon	2	Williams-Zophin
Twalya Alexander	2	Tim McAdams	Michael Musso	2	Williams-Zophin
Derek Franc	2	Oldham-Bianchi	Sylvener Pierre	2	Williams-Zophin
Brandon Marshall	2	Oldham-Bianchi	Christopher Straccialini	2	Williams-Zophin
Veronica Carrion	2	Bob Olson	Sabrina Widner	2	Bob Wingate
Robert Wright	2	Bob Olson	Jiwanpersaud Boodwa	2	Gevorg Yanukyanyan
Anthony Batista	2	Theodore Pappas			
Bilal Farsakh	2	Theodore Pappas			

NAME	#	SGA	NAME	#	SGA
Timothy Watson	4	Slav Bitman	Robert Rowell	3	Jason Adamo
Carl Carlberg	4	Cohen-Cohen	William Park	3	Altig-Orlovic
Craig Winkelman	4	Cohen-Cohen	Brandon Summerton	3	Altig-Orlovic
David Hefflin	4	Scott Davis	Bruce Viaje	3	Altig-Orlovic
Kayla McIver	4	Chad Deley	Michelle Crowe	3	Simon Arias
Tevita Tupouniua	4	Steve Friedlander	Eric Ebbitt	3	Simon Arias
Vatapuia Vavau	4	Steve Friedlander	Nathan Gay	3	Simon Arias
Erin Moyer	4	Gigliione-Ackerman	Jenna Grula	3	Simon Arias
Dexter Phillip	4	Steve Greer	Casey Kunash	3	Simon Arias
Michael C Williams	4	Matt Henderson	Raphael Musto	3	Simon Arias
Clinton Spaeth	4	Chris Hernandez	Antonio Reyes	3	Simon Arias
Reynolds Akuamo	4	Theodore Pappas	Ian Noble	3	Slav Bitman
Shahab Mahdavejad	4	Theodore Pappas	Rivka Erlich	3	Josh Chalom
Harynarine Ramoutar	4	Theodore Pappas	Troy Elliott	3	Eric Cochran
Aaron McLean	4	Imran Satti	Preston Turner	3	Richard Correa
Ryan Fickert	4	Surace-Smith	Devin Adams	3	Chad Deley
Richard Whyte	4	Brian Traboulay	Xander Davis	3	Chad Deley
			Kevin Talbot	3	Joseph Diecedue
			Kelvin Fernandez	3	Laura Fisher
			Sione Maumau	3	Steve Friedlander
			Ruben Santillana	3	Steve Friedlander
			Tim Schroeder	3	Steve Greer
			Antonio Davidson	3	Mark Hancock
			Marino Baca	3	Chris Hernandez
			Samneang Prom	3	Jatoft-Foti
			Drew Burdi	3	Sabrina Lloyd
			Melne Lewis	3	Eric Neal
			Gary Gottlieb	3	Eric Neal
			Roberto Nieves	3	Oldham-Bianchi
			Charles Belt	3	Bob Olson
			Zhenxing Chen	3	Philip Prata

GA continued

NAME	#	SGA	NAME	#	SGA
Unique Hunnicutt	3	Alex Roland	Tiara Manning	2	Eric Cochran
Tracy Hayes	3	Dan Rubio	Matthew Cage	2	Brandon Cooley
Aaron Dupras	3	Paul Rumbuc	Gian-Paolo Diberardo	2	Brandon Cooley
David Guzman	3	Surace-Smith	Cindi Walker	2	Brandon Cooley
Daniel Walton	3	Surace-Smith	Devon Chapman	2	Cunningham-Weatherspoon
Michael Shaba	3	Brian Traboulay	Michael Sudzina	2	Cunningham-Weatherspoon
Melody Ferguson	3	Jeremy Welch	Sonny Gurney	2	Scott Davis
Lewis Clark	3	Williams-Zophin	Gayle Remner	2	Scott Davis
Brian Jerome	3	Williams-Zophin	Ronald Esmon	2	Joseph Diecedue
Glaister Parke	3	Williams-Zophin	Melissa Quintal	2	Joseph Diecedue
Michael Roe	3	Bob Wingate	Isaac Hernandez	2	Desi Dimitrova
Alecia Smith	3	Bob Wingate	Jack Wang	2	Desi Dimitrova
Brandon Smith	3	Bob Wingate	Christopher Akins	2	Laura Fisher
Robert Chun	2	Altig-Orlovic	Eric Trautloff	2	Cindy Furer
Shawntae Collins	2	Altig-Orlovic	Kevin Holloran	2	Maria Greene
Tiare Hubbard	2	Altig-Orlovic	Ashley Tharp	2	Maria Greene
Jonathan Ng	2	Altig-Orlovic	Christine Barbour	2	Steve Greer
Steven Stensrud	2	Altig-Orlovic	Scott Davison	2	Steve Greer
James Smith	2	Altig-Orlovic	Lawrence Smith	2	Steve Greer
Matthew Caternolo	2	Simon Arias	Gregory Graham	2	Fred Hadayia
Sokol Fazliu	2	Simon Arias	Lisa Heyman	2	Fred Hadayia
Albert Kauderer	2	Simon Arias	John Galindo	2	David Hausman
Anthony Rizzo	2	Simon Arias	Bryan Czajkowski	2	Matt Henderson
John Stankoski	2	Simon Arias	Javier Diaz	2	Matt Henderson
Alan Pazmoran	2	Josh Chalom	Mark Harhager	2	Matt Henderson
Natalie Soboleva	2	Josh Chalom	Peter Kwiatkowski	2	Chris Hernandez

MGA

NAME	#	SGA	NAME	#	SGA
Minh Phung	13	Scott Rehberg	Kenneth Greer	6	Steve Greer
Matthew Girard	12	Maria Greene	Bettie Wallace-Moore	6	Christopher Jordan
Marian Sertler	12	Sabrina Lloyd	Amie McCracken	6	Chris Lussier
Evan Holzhauser	11	Gigliione-Ackerman	Ransay Vazquez	6	Bob Olson
Syed Quadri	11	Theodore Pappas	Gabriel Feldmann	6	Chad Panzer
Richard Dyer	10	Jason Adamo	Nasr Quadri	6	Theodore Pappas
Matthew Diulus	10	Simon Arias	Timothy Wilson	6	Philip Prata
Herman Fennell	10	Samantha Chui	Steven King	6	Paul Rumbuc
Marko Jankovic	10	Cohen-Cohen	Robert Nolan	6	Paul Rumbuc
Derek Cotton	10	Chad Deley	Robert Kanaan	6	Imran Satti
Randall Cook	10	Joseph Diecedue	Ryan O'Malley	6	Imran Satti
Richard Barbour	10	Steve Greer	Henry Ingraham	6	Williams-Zophin
Darcy Schrieber	10	Paul Rumbuc	Kyle Johnson	6	Williams-Zophin
Ryan Bisanz	10	Brian Traboulay	Bobby Gujral	5	Altig-Orlovic
Michael Clemente	9	Simon Arias	Nicholas Lorence	5	Altig-Orlovic
Xavier MacLarty	9	Nigel Crowe	James Keefer	5	Simon Arias
Doreen Ryan-Foti	9	Jatoft-Foti	Dan Nebraski	5	Simon Arias
Jason Bratin	9	Theodore Pappas	Aaron Parks	5	Simon Arias
George Noujaim	9	Williams-Zophin	Rachel Stanhope	5	Eric Cochran
William Oseroff	9	Bob Wingate	Phillip Rigoli	5	Laura Fisher
Ofa Tupouniua	8	Steve Friedlander	Magda Figueiredo	5	Gigliione-Ackerman
Mavrick Fredericks	8	Gigliione-Ackerman	Moswen Taylor	5	Mark Hancock
Stephen Jubrey	8	Oldham-Bianchi	Mary-Delores Ayazogitia	5	Matt Henderson
Ryan Wilson	8	Philip Prata	Reuben Rios-Cruz	5	Matt Henderson
Ala Awad	8	Alex Roland	Cara DeFiore	5	Chris Hernandez
Zachary Hart	8	Surace-Smith	Rita Haidinger	5	Chris Hernandez
Samantha Sliger	8	Jeremy Welch	Brandon Teter	5	Matthew Hogan
Albert Serur	7	Simon Arias	Daniel Umbertone	5	Christine Judge
Phillip Jenkins	7	Slav Bitman	Jake Yagjian	5	Chris LaFond
Mercedes Lloyd	7	Kevin Davis	Kevin Huber	5	Eric Neal
Brian Schreiter	7	Joseph Diecedue	Raymond Risucci	5	Dorian Oldham
Ryan Hall	7	Laura Fisher	Hal Herman	5	Oldham-Bianchi
Jack Keiderling	7	Gigliione-Ackerman	Rodney Ward	5	Paul Rumbuc
Michael Laramie	7	Steve Greer	Adeyemi Akinade	5	Williams-Zophin
Marisa Willgruber	7	Fred Hadayia	Noel Rose	5	Williams-Zophin
Mitch Duplantis	7	David Hausman	Andrew Aaron	4	Altig-Orlovic
Cynthia Schneiderman	7	Sabrina Lloyd	Darrell Asbell	4	Altig-Orlovic
Mark Kukielski	7	Eric Neal	Luay Ghawi	4	Altig-Orlovic
Melne Lewis	7	Bob Olson	Tina Phongsavath	4	Altig-Orlovic
Matthew Parks	7	Surace-Smith	Ryan Stenglein	4	Altig-Orlovic
Denise Berrios	7	Bob Wingate	Jonathan Maust	4	Altig-Orlovic
Andrew McQuade	6	Richard Correa	Ryan Tucker	4	Altig-Orlovic
John Ophals	6	Cunningham-Weatherspoon	Randy Teyssier	4	Simon Arias
David Romfoe	6	Chad Deley	Thomas Vena	4	Simon Arias

RGA

NAME	#	SGA	NAME	#	SGA
Thomas Vena	35	Simon Arias	Bo Gentile	33	Williams-Zophin

NAME	#	SGA	NAME	#	SGA
Kascey Williamson	2	Chris Hernandez	John Reynolds	2	Philip Prata
Larry Finch	2	Matthew Hogan	John Serrano	2	Philip Prata
Tatjana Tikhonov	2	Jatoft-Foti	Kevin Rigney	2	Scott Rehberg
Eric Schwabauer	2	Christopher Jordan	Godfrey Goodrich	2	Alex Roland
Douglas Slagboom	2	Christopher Jordan	Steve James	2	Tiffany Roland
Alexandra Curtin	2	Chris LaFond	DeAnthony Hartman	2	Paul Rumbuc
Christine Jesoraldo	2	Chris LaFond	Brian Allt	2	Imran Satti
Karolina Debek	2	Sabrina Lloyd	Jeremie Dupuis	2	Imran Satti
Matthew Sturgeon	2	Sabrina Lloyd	Brodie Fischer	2	Imran Satti
Nicki Griffiths	2	Chris Lussier	Pamela Altman	2	Surace-Smith
Corey Bryant	2	Tim McAdams	Tony Geer	2	Surace-Smith
Brandon Baker	2	Travis Moody	Andre McCallum	2	Surace-Smith
Vilma Howard	2	Eric Neal	Robert Richman	2	Surace-Smith
David Schanuel	2	Dorian Oldham	Marc Salvaggi	2	Surace-Smith
Daniel Bernard	2	Oldham-Bianchi	Anthony Theriault	2	Surace-Smith
Elaine Kulawiak	2	Oldham-Bianchi	Ashley Wenning	2	Surace-Smith
Zachary Santino	2	Oldham-Bianchi	Jacob Raine	2	Jeremy Welch
Jesse Spencer	2	Oldham-Bianchi	Christopher Earle	2	Williams-Zophin
Burnette Hughes	2	Bob Olson	Ayman Elsalhy	2	Williams-Zophin
David Rockway	2	Bob Olson	Beatriz Noriega	2	Bob Wingate
Derron Alexander	2	Theodore Pappas	John Rohner	2	Matt Wolfanger
Alisha Armand	2	Theodore Pappas			
Alon Fischer	2	Theodore Pappas			
Lleison Martinez	2	Cisco Perez			
Matthew Crossman	2	Philip Prata			
Evan Reich	2	Philip Prata			

NAME	#	SGA	NAME	#	SGA
Brian Welsh	4	Simon Arias	Lalitha Janardhanan	3	Slav Bitman
Steven Huenergardt	4	James Bailey	Dmitriy Kagan	3	Slav Bitman
Drew Frazier	4	Slav Bitman	Aldina DaRosa	3	Josh Chalom
Jordan Chalom	4	Josh Chalom	Byron Paz	3	Josh Chalom
Tara Weisz	4	Josh Chalom	Scott Kim	3	Cohen-Cohen
Kody Kramme	4	Eric Cochran	Corey Neff	3	Brandon Cooley
Norman Candelore	4	Cohen-Cohen	Brooke Spain	3	Brandon Cooley
Stephen Jeung	4	Cohen-Cohen	Alfred Taren	3	Desi Dimitrova
Brandi Hershey	4	Brandon Cooley	Ricardo Grandt	3	Laura Fisher
Jennifer Wehrle	4	Brandon Cooley	Anita Ferris	3	Steve Friedlander
Kyle Klipp	4	Richard Correa	Stephen Hill	3	Steve Friedlander
Peter Van Der Westhuizen	4	Richard Correa	Sharif Grays	3	Cindy Furer
Edona Hughes	4	Kevin Davis	Craig Strompf	3	Cindy Furer
Andrew Cavicchi	4	Scott Davis	Mark Corkrean	3	Steve Greer
Joshua Jackson	4	Joseph Diecedue	Thomas Soloweyko	3	Steve Greer
Mark Hileman	4	Desi Dimitrova	Zbigniew Stankiewicz	3	Fred Hadayia
Lucky Faaititi	4	Steve Friedlander	Brandon Schwed	3	Matt Henderson
Lorenzo Lameko	4	Steve Friedlander	Rebecca Klebsch	3	Chris Hernandez
Sara Welch	4	Steve Friedlander	Chad Potts	3	Chris Hernandez
Souleymane Bah	4	Fred Hadayia	Richard Johnson	3	Matthew Hogan
Erik Boyd	4	Fred Hadayia	Jessica Santamarina	3	Matthew Hogan
Alexandra Graham	4	Fred Hadayia	Jessica Wilhite	3	Matthew Hogan
Antonio Monica	4	David Hausman	Harold Durana	3	Jatoft-Foti
Matt Flores	4	Jatoft-Foti	Ryan Leong	3	Jatoft-Foti
Robert Janev	4	Sabrina Lloyd	Renada Bogan	3	Christine Judge
Kyle Taylor	4	Travis Moody	Timothy Kieran	3	Chris LaFond
Joseph Hagerman	4	Bob Olson	Joy Nardone	3	Chris LaFond
Levar Morgan	4	Theodore Pappas			



LEADERSHIP ACADEMY

Leadership Academy 301: Strategic Advanced Leadership Training June 18-21

VP Agency Leadership Development Larry Strong invites all qualified MGAs to attend this elite workshop consisting of two career-changing days of intense coaching.

MGAs will be immersed, engaged and interacting with proven agency builders and leaders who know and understand the role. You will return better equipped to lead and develop more agency builders in your hierarchy.

Here is a sampling of what will be covered:

- Establishing a Culture of Expectations and Accountability
- 7 Steps to Purpose Driven Leadership
- Measuring Performance Results and Making Adjustments
- Coaching and Mentoring Underperforming Agents or Managers
- Setting New Agent or Manager Goals and Creating a Path for Success
- Key Drivers to Increasing New Agent Retention

Hurry — deadline to register is June 3.



“Leadership is lifting a person’s vision to high sights, the raising of a person’s performance to a higher standard, the building of a personality beyond its normal limitations.” — Peter Drucker



Leadership



Larry Strong

Vice President of
Agency Leadership Development

Is This Business in You?

I was on a roll. It was my 3rd month in the business. I had already made two sales for the day and was sitting high in my saddle. I was in the zone. It was 1984 and spring time — a great time to knock on doors in Indiana.

There was no such thing as leads back then with the Branch Office Division of Globe Life. But we had the white pages of the phone book and plenty of people to call. I preferred to simply pull out of my driveway and see where destiny took me. It was great because everybody was a prospect. Fear was not an option because I needed to make money so badly, I was in hunt mode. I was still working my way out of some serious debt and things were not yet in great shape for The Kid.

So I knock on this door in North Manchester, Indiana, a fairly short drive from my home town. Nice looking little house with some flowers neatly planted in the beds, and the grass looked like you could putt a golf ball on it. I was selling Medicare Supplements at the time and I had gotten fairly good at picking out potential homes of those with time on their hands. A gray haired gentleman comes to the front door, I introduce myself to him and, lo and behold, he and his wife are already policyholders. He invites me in, I review their policy, get some referrals, make small talk and am heading out the door when, for some reason, I stop and ask, “Hey folks, while I am here, how are you set for your final expenses?”

Now I had never sold life insurance up to this point and, frankly, I wasn't too sure I even had an application with me. The long and short is that I did, I somehow fumble through the presentation and the app and they purchased an additional \$3,000 face amount protection to the existing \$2,000 Alma already had. The policy issues, I deliver it, get a few more referrals and they are history.

Or so I thought.

About 4 months go by. My branch manager calls me into the office and tells me I have a beneficiary check to deliver. It's for Alma, Ben's wife. I am shocked. And I have no idea how to handle this. I call Ben and tell him that I have a check for him and ask him when might be a good time to deliver it. He says now. So I rearrange my schedule and head to his house. I have no idea how I am going to handle this.

I pull up to the house and Ben is sitting on the front porch waiting for me. We walk through the house to the back porch. He sits in his rocking chair and I sit where Alma used to sit. We rock. We don't speak, we rock. Ben starts to cry. I mean cry. I start to cry. We are rocking and crying. Finally I mutter some words of sorrow and sympathy and Ben shakes his head. And then, Ben says this. “No, Larry, I am not crying today for the loss of my dear wife. I have already shed many tears over my loss. I am crying today because of the fact that the additional life insurance you sold us gave me and the kids the chance to send mom off the way she deserved. And I can't tell you how much that meant.”

So Ben and I sat there for a little while longer and rocked and cried. Up to that point, I was in the business. But as Ben and I sat there and rocked and cried on the back porch of his house with me sitting in Alma's rocking chair on a beautiful summer day in Indiana, it was at that very moment when this business got into me.

Stay Strong! Lead On! Finish the Race!



Susan Fuldauer

Vice President of
Public Relations Field Operations

We Are Unlimited

Opportunity Unlimited... how often have you heard those words? Bernard Rapoport used many insightful phrases and sayings, but none that ever matched the notion that we have unlimited opportunity.

But what does it mean to be unlimited in opportunity and how do we demonstrate that we are unlimited in our potential?

Opportunity is defined as:

1. An appropriate or favorable time or occasion
2. A situation or condition favorable for attainment of a goal
3. A good chance or prospect, as for success

Unlimited is defined as:

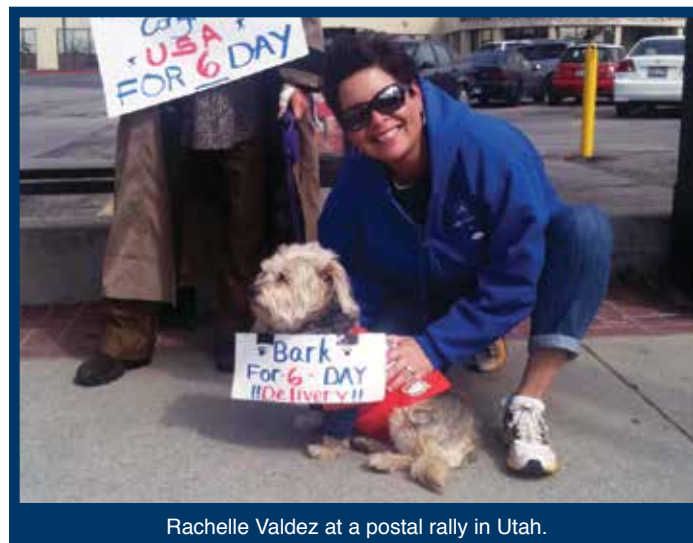
1. Having no restrictions or controls
2. Having or seeming to have no boundaries; infinite
3. Without qualification or exception; absolute

Potential is defined as:

1. The inherent ability or capacity for growth, development, or coming into being
2. Something possessing the capacity for growth or development

Unlimited Opportunity is the definition of AIL/NILICO. However, it also defines us as individuals with unlimited potential for creating and making a difference in our world. Whether you are part of Team PR or the field sales force or Home Office, we all have unlimited opportunity and unlimited potential to change our world and to help others to have a better life.

We witness the unlimited caring that happens time after time through heartfelt donations of time and money after a disaster strikes. We witness the unlimited giving from the heart when one of our own is struggling. We witness the unlimited service when we provide what our customers need, both through our tremendous PR efforts and through



Rachelle Valdez at a postal rally in Utah.

the efforts of our agencies to provide for our working families when they experience tragedy in their lives. We witness the selfless giving by our Home Office staff annually to Food for Families for those in our communities that need assistance.

AIL/NILICO is a special place. It is where we find opportunity to attain our personal goals. It is where we are unlimited in our development and have infinite paths to becoming successful.

The potential for growth, development and capacity to serve others from our hearts has no boundaries with AIL/NILICO. We are a special company, with a special saying: *Opportunity Unlimited*. It is up to each of us individually to develop our own potential to make positive changes in our world and to be unlimited in our quest to reach our goals.

You are in the right place. We are Unlimited.

Labor Advisory Board ADDS TWO NEW MEMBERS



David B. Durkee
BCTGM

AIL/NILICO CEO Roger Smith welcomed David B. Durkee, President of the Bakery, Confectionery, Tobacco & Grain Millers Union, to the AIL/NILICO Labor Advisory Board. "We are really pleased to have President Durkee join us and we will benefit greatly from his experience and advice," he said.

The union's General Executive Board elected Durkee in September 2012 to serve the unexpired term of Frank Hurt, who retired effective January 1, 2013 after serving as

president of the International Union since October 1, 1992.

Durkee was first elected to fill the open position of International Secretary-Treasurer by BCTGM's General Executive Board in May 1998. He was elected to his first full term as International Secretary-Treasurer on July 17, 1998, during the union's 35th Constitutional Convention in Las Vegas, Nevada. He was re-elected by union delegates at the 2002, 2006 and 2010 Conventions.

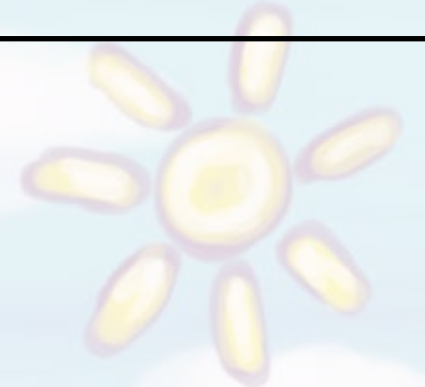


Rev. Terrence L. Melvin
CBTU

Rev. Terrence L. Melvin, President of CBTU and Secretary-Treasurer of the 2.5 million member New York State AFL-CIO, has joined the AIL/NILICO Labor Advisory Board, announced AIL/NILICO CEO Roger Smith. "Rev. Melvin will bring a broad range of experience and an important regional perspective to the board," he said.

In December 1983, at age 21, Mr. Melvin became the youngest California School

Employees Association Local President when he was elected to the position of President of CSEA Local 427, a local union representing more than 2,000 members. In January 1996, Mr. Melvin was appointed Executive Assistant to CSEA Statewide President Danny Donohue. In this position, he oversaw and directed the day-to-day activities of the President's office and was responsible for overall coordination of the Senior Staff of the Union.





GIVING BACK TO THE COMMUNITY

IN his book *Being Rapoport: Capitalist with a Conscience*, Bernard Rapoport wrote, "I just want to do whatever I can in the time left to me on this earth to help make a difference." He wove that belief into the fabric of the company he founded. We believe in giving back to the communities in which we live and work. Our activism at the local and national level is the investment of our time and our money in causes that are important to working families. This section shows a very small part of the giving that takes place every day at AIL/NILICO.

PR **Closer** TO THE HEART



WEST, TEXAS

Donations for West, Texas from SGAs and the Home Office and the McKinney office totaled \$43,473 (including partial matching funds from Torchmark). The funds went to our employees and their families affected by the disaster. The Home Office observed a moment of silence in honor of the first responders who lost their lives in the explosion.

PR HELPING IN THE COMMUNITY



BASKET OF HOPE

PR Manager Christa Davis presents a Basket of Hope to the League City, Texas Fire Department chief for the family of a firefighter who died in the line of duty during a training exercise. The deceased firefighter was a member of one of Christa's groups.



TOURNAMENT OF HOPE

PR Rep Steve Orcheron (right) organized the Annual Child Find BC Slo-Pitch "Tournament of Hope" in Victoria. The event raised more than \$14,000 for Child Find BC.



GUIDE DOGS

PR VP Susan Fuldauer and PR Rep David Blaisdell, AIL Public Relations, (to Susan's right) presented a check for \$5,000 to Guide Dogs of America at an IAM banquet in Las Vegas.



CANCER BENEFIT

Amanda MacDonald, AIL Public Relations, put her hair where her mouth is at a cancer benefit for the wife of one of her group members. When donations slowed, she announced that if they could raise an additional \$1,000 in an hour, she would shave her head. They did and she did. The family received more than \$8,600 in total donations and matching funds.



SHOOT FOR THE CURE

PR Reps Nicole Pate, Tim O'Connor, PR Rep Mark Gagliardi, PR Manager Christa Davis and PR Marketing Specialist Lacy Martin setting up for the Austin "Shoot for the Cure." More than \$30,000 was raised for the Leukemia & Lymphoma Society.



GOLF TOURNAMENT

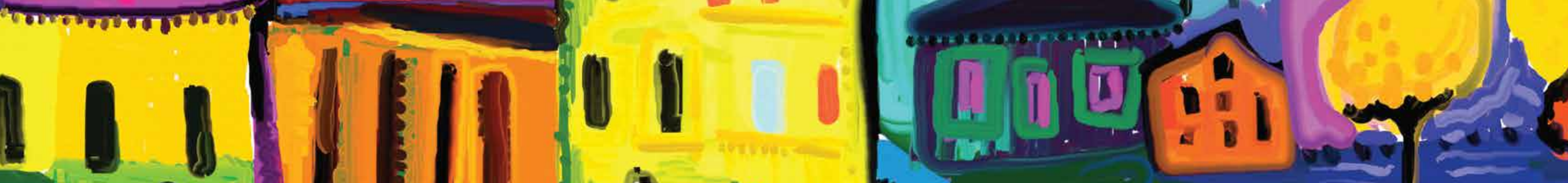
PR Reps Nicole Pate, Tim O'Connor, Jace Wainwright, Mary Kay Mcpherson, Shey Stout and PR Manager Jay Bentley at the Jim Wright Invitational Golf Tournament in Ft. Worth, Texas. AIL was a sponsor of the event.



YTD TOTAL FOR ALL CTH CAUSES:

\$97,323

(including partial match)



Agencies **HELPING IN THE COMMUNITY**



SIMON ARIAS

The Simon Arias Agency participated in "Stuff the Bus" by collecting toys for Toys for Tots. Future events the Agency has scheduled include a walk to benefit Cystic Fibrosis and volunteering at a Ronald McDonald House and "Zoo Brew" at the Baltimore Zoo.



SABRINA LLOYD

Once a month, each Sabrina Lloyd Agency office identifies a family in need, collects food and delivers it to the home. In this case, they also discovered that the family had a baby, so they collected money and were able to provide a stroller, diapers and other supplies.



ALEX ROLAND

The Alex Roland Agency does community projects at least once a month. In their most recent effort, they collected more than \$300 in donations as well as water, clothing, formula, toys, bottles, diapers, food, and other items for victims of the explosion in West, Texas.

Their Agency also participated in the annual Food for Families program with the Home Office in Waco.



BOB WINGATE

The Bob Wingate Agency adopted Arlington, Texas Webb Elementary, one of the poorest and lowest performing schools in the state. In addition to reading to and mentoring the children, they are undertaking many projects to improve the grounds, including an outdoor picnic area, a safe area for special needs children to play and remodeling the teacher's lounge. Pictured is the run-down lunchroom, also on their list of renovation projects.



SURACE-SMITH

The Surace-Smith Agency is involved in numerous long-term and ongoing charitable activities. Here are just a few:

- They fund an ambitious project that seeks to provide more than 200 fresh water wells for schools in Africa. Shown here is a well at Kiburui Primary School (top center photo).
- More than 100 inner city children received school clothes through a program the Agency sponsored through Lighthouse Inc (top right photo).
- Children from an orphanage in Kenya sent a grateful greeting to the Agency for their financial support (bottom center photo).
- The Dubling School in the Himalayas would have closed without financial support from the Agency (bottom right photo).



BOB OLSON

At the Bob Olson Agency, the Agent of the Month receives a \$500 check made out to the Agent's favorite charity. At quarterly meetings, the Agents have an opportunity to tell the group about their charity's work. From left are Agents Tracy Lepore (ASPCA), Sherie Duvall (National Transplant Assistance Fund), Sandra Underwood (Back 2 Basics Services).

PR ACTIVISM IN THE COMMUNITY



MEMPHIS RALLY

PR VPs Denise Bowyer and Susan Fuldauer, PR Director Beth Farm and Marketing Specialist David Blaisdell attended a rally in Memphis to honor the 1968 strike of 1,300 AFSCME sanitation workers. The event also commemorated the speech given by Dr. Martin Luther King on behalf of the workers the following day, on which he was assassinated.



CANDLELIGHT VIGIL

Tim O'Connor AIL Public Relations participated in a candlelight vigil outside Oklahoma Rep. James Lankford's office to protest cuts to Medicare, Medicaid and Social Security.



WORKERS' MEMORIAL

PR Manager Susan Kelleher and PR Reps Robin Andrade and Marketing Specialist Deborah Brownlie attended a gathering in observance of Workers' Memorial Day (April 28), an international day of remembrance and action for workers killed, disabled, injured or made unwell by their work.



ANTI-FURLOUGH

David Scalisi, NILICO Public Relations joined NFFE-IAMAW #2109 machinists from the Watervliet (New York) Arsenal protesting federal furloughs.



TEAMSTERS LOCAL 117

PR Manager Shannon Bennett (left) and PR Rep Fran Christie (right) presented a \$1,500 check to benefit striking members of Seattle area Teamsters Local 117.



AIRLINES PROTEST

Nicole Pate, and Jason Beckman AIL Public Relations participated in a rally at the Dallas/Ft. Worth Airport to oppose job cuts at American Airlines and American Eagle.



POSTAL RALLIES

Postal Rallies in New Jersey, Oklahoma and Pennsylvania to maintain 6-day mail delivery service. In addition to participating in these rallies, our PR Team can always be counted on to show up with snacks, cases of water, etc.

Q1 CONTRIBUTIONS

Each quarter, we publish this list of contributions made at the national level through our DC office and through our PR team at the local and regional level. This page is made possible partially as a result of the State General Agent body as their participation and these contributions strengthen our relationships in the marketplaces where we do business.

AMERICAN INCOME & NATIONAL INCOME

- \$40,000 — **EHDOC** - Contribution and Sponsorship of Board of Directors 2013 Meeting
- 30,000 — **James R. Hoffa Memorial Scholarship Fund** - Sponsoring "Drive for Education" Golf Tournament & the "All In For Education" Poker Tournament
- 25,000 — **Union Sportsmen's Alliance** - Made on recommendation of: Bruce Smith, Int'l President of GMPPAW, Cecil Roberts, Int'l President of United Mine Workers of America, Kinsey Robinson, Int'l President of United Union of Roofers, Waterproofers and Allied Workers, Newton Jones, Int'l President of Int'l Brotherhood of Boilermakers and Richard Trumka, President of AFL-CIO
- 13,500 — **Labor of Love** - Tee Sponsor
- 10,000 — **IUPA** - Second annual payment for marketing and development
- 6,250 — **Cincinnati FOP Lodge 69** - 61st Biennial National Conference & Expo August 2013
- 5,000 — **American Sustainable Business Council** - Membership dues
- 5,000 — **AVODAH** - Made on recommendation of Anthony Perrone, Int'l Secretary-Treasurer of UFCW
- 5,000 — **EHDOC** - In support of the EHDOC Board of Directors 2013 Meeting
- 5,000 — **ESC Foundation** - Bahr Scholarship Fund
- 5,000 — **Gala Hispanic Theatre** - Made on recommendation of James Boland, President of Int'l Union of Bricklayers & Allied Craftworkers
- 5,000 — **International Seamen's Center** - Made on recommendation of Michael Sacco, President of Seafarers Int'l Union
- 5,000 — **Jewish Labor Committee** - Made on recommendation of Stuart Appelbaum, President of Retail, Wholesale & Dept. Store Union
- 5,000 — **Labor Project For Working Families** - Made on recommendation of Liz Shuler, Secretary-Treasurer of AFL-CIO
- 5,000 — **Midwest Academy** - Made on recommendation of Dr. Lorretta Johnson, Secretary-Treasurer of American Federation of Teachers
- 5,000 — **One World Education** - Made on recommendation of James Little, President of Transport Workers Union of America
- 5,000 — **OPCMIA Scholarship Foundation** - Made on recommendation of Patrick Finley, General President of OPCMIA
- 3,900 — **BCTD** - Partner Sponsor & Booth for April 2013 Conference
- 5,000 — **The Patch Foundation** - Made on recommendation of James Williams, General President of IUPAT
- 5,000 — **United Labor Agency of Nevada** - In support of the OPEIU/Taxi Worker strike
- 3,500 — **D.C. Friends of Ireland Charitable Trust** - 2013 Irish Festival table and a gold page ad
- 3,000 — **BLET 150th Anniversary Celebration Fund** - Fundraising Golf Tournament
- 3,000 — **Manitoba Federation of Labour** - Recommended by Leo Van Den Bussche, PR for AIL
- 2,500 — **Alberta Federation of Labor** - In support of "STRIKE The Musical" at the 2013 AFL Convention
- 2,500 — **Labor Project For Working Families** - For their 20th anniversary and the 10th anniversary of passing California's landmark Paid Family Leave law
- 2,000 — **CCPA-Manitoba** - for Errol Black Chair
- 1,300 — **Communications Workers of America** - Booth at the CWA 2013 Convention
- 1,250 — **IUEC Local 2** - Full-page ad honoring Frank Christensen on his election as IUEC General President

TOP CONTRIBUTIONS OF CENTRALIZED PR

- \$5,000 — **Royal Canadian Legion Nova Scotia Command** - Donation of Bursaries
- 5,000 — **Tarrant County Central Labor Council, AFL-CIO** - Jim Wright Golf Tournament
- 4,000 — **Instituto Laboral de la Raza** - VIP Reception Sponsor and Ad
- 3,500 — **Labor 411** - Ad
- 3,000 — **The Assoc of WI Snowmobile Clubs** - Silver Sponsor for International Snowmobile Congress & Scholarship
- 3,000 — **New Brunswick Federation of Labour** - Sponsorship
- 2,500 — **New York State Snowmobile Association** - Conference
- 2,250 — **San Francisco Labor Council, AFL-CIO** - Dinner & Ad Sponsorship
- 2,140 — **Greater New England Credit Union Show** - Convention
- 2,000 — **Credit Union Association New York** - Key Sponsor for CUA Tri-Chapter Workshop
- 2,000 — **Illinois Credit Union League** - Convention
- 1,850 — **Idaho Credit Union League & Affiliates** - Convention
- 1,750 — **CUPE 500** - Scholarship
- \$1,500 — **Ohio State Firefighters Assoc** - Conference
- 1,500 — **Teamsters Joint Council 73** - Breakfast Sponsor for Golf Tournament
- 1,450 — **Delaware Credit Union League** - Convention
- 1,250 — **Louisiana AFL-CIO** - Scholarship
- 1,060 — **Massachusetts Building Trades** - Convention
- 1,050 — **IUPAT DC 16** - Dinner and Ad
- 1,000 — **AFSCME Council 40** - Scholarship
- 1,000 — **AFSCME DC 37 2507** - Donation for Firefighters Disaster Relief Fund
- 1,000 — **Citizen Action Illinois** - Sponsor for Senator Paul Simon/Senator Paul Wellstone Awards
- 1,000 — **DOCO Credit Union** - Silver Sponsor for Quail Hunt Event
- 1,000 — **IBT 251** - Sponsor for Driving For A Cure
- 1,000 — **IBT 601** - Donation for Scholarship Fund
- 1,000 — **UFCW 1473** - Donation for The Leukemia and Lymphoma Society
- 1,000 — **Winnipeg Labour Council** - Mayworks Picnic & Kids Kamp Sponsorships

Individual Producers



1. Joshua Dishong
Columbus, OH



2. Ryan Kendl
Santa Rosa, CA



3. Mark Lomonaco
Boise, ID



4. Zachary Hart
Columbus, OH



5. Max Quasem
Los Angeles, CA



6. Erez Shabtay
Nashville, TN



7. Joey Kennedy
Nashville, TN



8. Katie Massart
Calgary, AB



9. Roghie Hassan Loo
Toronto, ON



10. Tevita Maumau
Auckland, NZ



11. Bernadette Casciato
Pittsburgh, PA



12. Sonia Ramirez
Auckland, NZ



13. Michael Burningham
Boise, ID



14. Ruben Soberanes
San Jose, CA



15. Bruce Tan
Honolulu, HI



16. Hem Pokhrel
Schaumburg, IL



17. Dustin Dunbar
Sioux Falls, SD



18. Rose-Elizabeth Arbouet
Flushing, NY



19. Liliana Avila
Auckland, NZ



20. Jeffrey Pearce
Auckland, NZ

IceBreakers

Griselda Gonzalez-Gomez
Concord, CA
\$15,075 Net ALP
Matt Flores MGA
Jatoft-Foti SGA

Rachel Zimmerman
Raleigh, NC
\$12,857 Net ALP
Kelly Pilling MGA
Slav Bitman SGA

Danny Favreau
Rochester, NY
\$12,281 Net ALP
Nicholas Moore MGA
Oldham-Bianchi SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

April Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Joshua Dishong	\$41,649		69.3	Zachary Hart	Surace-Smith
2.	Ryan Kendl	34,966		81.6	Nicholas Lorence	Altig-Orlovic
3.	Mark Lomonaco	28,234		73.8	Tina Phongsavath	Altig-Orlovic
4.	Zachary Hart	25,893	100			Surace-Smith
5.	Max Quasem	25,181		88.0		Cohen-Cohen
6.	Erez Shabtay	24,454		91.2	Cherri Xie	Altig-Orlovic
7.	Joey Kennedy	22,719		72.9	Ashlynn Orng	Altig-Orlovic
8.	Katie Massart	22,110		87.5	John McGrath	Altig-Orlovic
9.	Roghie Hassan Loo	21,151		78.3	Byron Paz	Josh Chalom
10.	Tevita Maumau	21,013	92		Ofa Tupouniua	Steve Friedlander
11.	Bernadette Casciato	20,857		77.5	Bryon Welsh	Simon Arias
12.	Sonia Ramirez	20,654		77.5	Sara Welch	Steve Friedlander
13.	Michael Burningham	20,256		78.3	Richard Mansfield	Altig-Orlovic
14.	Ruben Soberanes	20,119		80.1	Doreen Ryan-Foti	Jatoft-Foti
15.	Bruce Tan	19,936		85.6	Christopher Clark	Altig-Orlovic
16.	Hem Pokhrel	19,810	96		Marion Sertler	Sabrina Lloyd
17.	Dustin Dunbar	19,676		79.6		Altig-Orlovic
18.	Rose-Elizabeth Arbouet	18,899	100		Jason Bratin	Theodore Pappas
19.	Liliana Avila	18,857		82.6	Sara Welch	Steve Friedlander
20.	Jeffrey Pearce	18,206		83.4	Sara Welch	Steve Friedlander
21.	Jeffrey Kosek	18,016		79.4	Matthew Parks	Surace-Smith
22.	Matt Flores	17,877		84.8	Matt Flores	Jatoft-Foti
23.	Sherry Schick	17,807		91.1	John McGrath	Altig-Orlovic
24.	Cynthia Sittig	17,702		75.8	Justin Adams	Simon Arias
25.	Kevin Thurber	17,593		77.3	Hunter Houvener	Altig-Orlovic
26.	Lily Tchen	17,092		83.1	Lily Tchen	Cohen-Cohen
27.	Alex Gonzales	17,052		77.3	Doreen Ryan-Foti	Jatoft-Foti
28.	Brian Welsh	16,888		69.6	Brian Welsh	Simon Arias
29.	Kelly Roschbach	16,547		69.5	Marisa Willgruber	Fred Hadayia
30.	Dominic Park	16,370	93		Jason Bratin	Theodore Pappas
31.	Lora Beronja	16,293		92.4	Rebecca Klebsch	Chris Hernandez
32.	Richard Luzaich	16,237		93.9	Ryan Stenglein	Altig-Orlovic
33.	Meakie Grice	16,199		79.8	Nasr Quadri	Theodore Pappas
34.	Chad Vrenjak	16,170	94		Robert Kanaan	Imran Satti
35.	Richard Gendron	16,110	100		Joshua Jackson	Joseph Diecedue
36.	Andrew Bishop	15,953		78.0	Nicholas Lorence	Altig-Orlovic
37.	Lafi Papalii	15,892		83.9		Steve Friedlander
38.	Joaquin Santos	15,766		77.1	Doreen Ryan-Foti	Jatoft-Foti
39.	Ronald Rivera	15,706		89.0		Cohen-Cohen
40.	David Ramirez	15,679		79.2	Doreen Ryan-Foti	Jatoft-Foti
41.	Bilal Farsakh	15,632		81.3	Syed Quadri	Theodore Pappas
42.	James Keefer	15,338		97.1		Simon Arias
43.	Yadolla Pourjalali	15,290		78.0	Scott Kim	Cohen-Cohen
44.	Maijargal Sukhbaatar	15,188		94.6		Christine Judge
45.	Melinda Jacobs	15,156	96		Souleymane Bah	Fred Hadayia
46.	Omar Hashimi	15,113		77.2		Jatoft-Foti
47.	Mark Neilson	15,078		71.1	Nicholas Lorence	Altig-Orlovic
48.	Griselda Gonzalez-Gomez	15,075	100		Matt Flores	Jatoft-Foti
49.	Sandra Torres	14,546	90		Jack Keiderling	Giglione-Ackerman
50.	William Parmeter	14,247		69.8	Brett Gyska	Oldham-Bianchi

ALL TIME RECORD: MARK NEILSON \$95,151 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$214,756		73.1		Steve Friedlander
*2.	Mark Neilson	130,177		71.1	Nicholas Lorence	Altig-Orlovic
*3.	Joshua Dishong	92,036		69.3	Zachary Hart	Surace-Smith
*4.	Ryan Kendl	88,926		81.6	Nicholas Lorence	Altig-Orlovic
*5.	Max Quasem	80,311		88.0		Cohen-Cohen
*6.	Tevita Maumau	78,320	92		Ofa Tupouniua	Steve Friedlander
*7.	Maijargal Sukhbaatar	76,586		94.6		Christine Judge
*8.	Dustin Dunbar	75,916		79.6		Altig-Orlovic
*9.	Lora Beronja	70,820		92.4	Rebecca Klebsch	Chris Hernandez
*10.	Katie Massart	64,874		87.5	John McGrath	Altig-Orlovic
11.	Alex Gonzales	63,807		77.3	Doreen Ryan-Foti	Jatoft-Foti
12.	Erez Shabtay	63,657		91.2	Cherri Xie	Altig-Orlovic
13.	Ruben Soberanes	63,539		80.1	Doreen Ryan-Foti	Jatoft-Foti
14.	Amy Shui	60,430		75.2		Giglione-Ackerman
15.	Omar Hashimi	60,019		77.2		Jatoft-Foti
16.	Lily Tchen	59,725		83.1	Lily Tchen	Cohen-Cohen
17.	Jeffrey Pearce	58,358		83.4	Sara Welch	Steve Friedlander
18.	Bruce Tan	58,335		85.6	Christopher Clark	Altig-Orlovic
19.	Zachary Hart	56,397	100			Surace-Smith
20.	Brian Welsh	55,457		69.6	Brian Welsh	Simon Arias
21.	Jesusdieu Portilus	55,144		83.1	Jesusdieu Portilus	Williams-Zophin
22.	Sonia Ramirez	54,941		77.5	Sara Welch	Steve Friedlander
23.	Liliana Avila	53,389		82.6	Sara Welch	Steve Friedlander
24.	Richard Luzaich	53,295		93.9	Ryan Stenglein	Altig-Orlovic
25.	Mark Lomonaco	52,972		73.8	Tina Phongsavath	Altig-Orlovic
26.	Joey Kennedy	51,717		72.9	Ashlynn Orng	Altig-Orlovic
27.	Ronald Rivera	51,478		89.0		Cohen-Cohen
28.	Roghie Hassan Loo	51,083		78.3	Byron Paz	Josh Chalom
29.	Robert Ulreich	50,745		82.7		Jatoft-Foti
30.	Kelly Roschbach	50,347		69.5	Marisa Willgruber	Fred Hadayia
31.	Roosevelt Jeanty	49,474		74.6	Henry Ingraham	Williams-Zophin
32.	Matt Flores	49,447		84.8	Matt Flores	Jatoft-Foti
33.	Jonni Ng	49,057		70.0	Hunter Houvener	Altig-Orlovic
34.	William Parmeter	48,504		69.8	Brett Gyska	Oldham-Bianchi
35.	Samson Adelufosi	47,205		77.4		Giglione-Ackerman
36.	Eric Hidy	46,785		79.2	Raymond Risucci	Dorian Oldham
37.	Theresa Maasi	46,643	92		Ofa Tupouniua	Steve Friedlander
38.	Kevin Ishikane	46,129		77.5	Robert Hamilton	Altig-Orlovic
39.	Timothy Cruise	46,102		74.1		Altig-Orlovic
40.	Miranda Mortensen	44,904		89.7	Nicholas Lorence	Altig-Orlovic
41.	Cynthia Sittig	44,581		75.8	Justin Adams	Simon Arias
42.	Curt Snow	44,563		78.9		Jatoft-Foti
43.	Violetta Goldman	44,099		76.7	Michael Romeo	Oldham-Bianchi
44.	Nicholas Scordos	43,975	89		Matthew Parks	Surace-Smith
45.	Lafi Papalii	43,696		83.9		Steve Friedlander
46.	Todd Homer	42,950		82.1	Michael Romeo	Oldham-Bianchi
47.	Bernadette Casciato	42,483		77.5	Brian Welsh	Simon Arias
48.	Michael Burningham	42,314		78.3	Richard Mansfield	Altig-Orlovic
49.	Bert van der Werff	42,229	79		Kaitlyn Brandt	Oldham-Bianchi
50.	Jun Ma	41,896		85.3	Bobby Gujral	Altig-Orlovic

ALL TIME RECORD: ALAN SEDAGHAT \$530,329 Net ALP

Supervising Agents



1. Brandon Hopf
Evansville, IN



2. Aaron Haynes
Pittsburgh, PA



3. Mike Bray
Halifax, NS



4. Vicki Kingi
Auckland, NZ



5. Alta Herpel
Menomonee FIs, WI

April Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Brandon Hopf	\$29,793	\$31,219	91	Zach Otto	Sabrina Lloyd
2.	Aaron Haynes	29,391	54,994	84.6	Aaron Parks	Simon Arias
3.	Mike Bray	29,326	29,326	69.9	Haoyu Xu	Imran Satti
4.	Vicki Kingi	28,771	31,721	99	Tere Diamond	Steve Friedlander
5.	Alta Herpel	25,514	25,396	85	Michael Mandella	Chris Hernandez
6.	Lincoln Kline	24,999	25,110	91	Zach Otto	Sabrina Lloyd
7.	Marko Brkovic	23,625	28,674	98	Marian Sertler	Sabrina Lloyd
8.	Stephen Giddens	22,262	22,262	90	Michael Laramie	Steve Greer
9.	Milica Zivkovic	21,908	29,572	92	Marian Sertler	Sabrina Lloyd
10.	Daniel Hwang	21,654	24,019	95	Stephen Jeung	Cohen-Cohen

ALL TIME RECORD: \$286,210 1st Six Mo Agt
ALL TIME RECORD: \$286,210 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Moli Kaufusi	\$183,717	\$207,547	93	Ofa Tupouniua	Steve Friedlander
2.	Brandon Hopf	83,300	90,497	91	Zach Otto	Sabrina Lloyd
3.	Tevita Maumau	83,256	157,606	93	Ofa Tupouniua	Steve Friedlander
4.	Milica Zivkovic	75,684	107,064	92	Marian Sertler	Sabrina Lloyd
5.	Stephen Giddens	68,068	74,338	90	Michael Laramie	Steve Greer
6.	Aaron Haynes	63,535	112,382	84.6	Aaron Parks	Simon Arias
7.	Robert Recker	62,913	78,204	90	Randy Teyssier	Simon Arias
8.	Andrea Petti	62,047	79,532	80	Evan Holzauer	Giglione-Ackerman
9.	John Nasti	61,022	89,327	87	Evan Holzauer	Giglione-Ackerman
10.	James Gallo	59,258	82,189	88	Stephen Jubrey	Oldham-Bianchi

ALL TIME RECORD: \$653,097 1st Six Mo Agt
ALL TIME RECORD: \$959,675 Net ALP

General Agents



1. Alex Torruella
Schaumburg, IL



2. Charles Ferrari
Pittsburgh, PA



3. Matthew Sturgeon
Evansville, IN



4. Brodie Fischer
Halifax, NS



5. Brian Allt
Halifax, NS



6. Reynolds Akuamo
Flushing, NY



7. Ronald Esmon
Baton Rouge, LA



8. Sione Maumau
Auckland, NZ



9. Faleuseni Maumau
Auckland, NZ



10. Marc Salvaggi
Cleveland, OH

April Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Alex Torruella	\$66,394	\$74,025	91	Marian Sertler	Sabrina Lloyd
2.	Charles Ferrari	62,641	74,777	78.9	Randy Teyssier	Simon Arias
3.	Matthew Sturgeon	62,084	62,082	94	Zach Otto	Sabrina Lloyd
4.	Brodie Fischer	60,787	64,504	79	Robert Kanaan	Imran Satti
5.	Brian Allt	47,674	47,445	91.2	Xu Haoyu	Imran Satti
6.	Reynolds Akuamo	43,654	62,075	72.9	Jason Bratin	Theodore Pappas
7.	Ronald Esmon	43,024	44,033	87	Brian Schreiter	Joe Diecedue
8.	Sione Maumau	40,899	60,164	94	Ofa Tupouniua	Steve Friedlander
9.	Faleuseni Maumau	40,047	46,668	72.2	Ofa Tupouniua	Steve Friedlander
10.	Marc Salvaggi	39,222	47,295	70.4	Matthew Parks	Surace-Smith
11.	Mir Khan	37,881	42,204	86.1	Nasr Quadri	Theodore Pappas
12.	Harrynarine Ramoutar	37,251	46,866	73.1	Syed Quadri	Theodore Pappas
13.	Brian Zuzick	36,869	45,818	98	Phillip Rigoli	Laura Fisher
14.	Britton Costa	36,647	41,750	70.6	Matthew Diulus	Simon Arias
15.	Shahab Mahdaveinejad	36,116	46,917	74.2	Jason Bratin	Theodore Pappas
16.	Graham Carter	35,396	37,383	98	Tere Diamond	Steve Friedlander
17.	Albert Kauderer	35,188	39,588	86	Albert Surer	Simon Arias
18.	Michael Shaba	34,890	34,890	77.7	Ryan Bisanz	Brian Traboulay
19.	Carl Carlberg	34,313	38,590	72.1	Marko Jankovic	Cohen-Cohen
20.	Gian-Poalo Diberardo	34,103	41,138	70.2	Krista Thieme	Brandon Cooley

ALL TIME RECORD: \$441,104 1st Six Mo Agt
ALL TIME RECORD: \$624,474 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Tevita Tupouniua	\$272,373	\$336,851	75.5	Ofa Tupouniua	Steve Friedlander
*2.	Faleuseni Maumau	222,483	249,421	72.2	Ofa Tupouniua	Steve Friedlander
*3.	Charles Ferrari	212,665	248,075	78.9	Randy Teyssier	Simon Arias
*4.	Sione Maumau	201,588	263,356	94	Ofa Tupouniua	Steve Friedlander
*5.	David Guzman	178,483	333,797	70.6	Zachary Hart	Surace-Smith
6.	Alex Torruella	148,572	164,055	91	Marian Sertler	Sabrina Lloyd
7.	Marc Salvaggi	142,531	180,295	70.4	Matthew Parks	Surace-Smith
8.	Nicole Sanders	141,530	274,085	73.4	Matthew Parks	Surace-Smith
9.	Nicholas Triantafyllidis	138,784	174,987	86	Ryan Wilson	Philip Prata
10.	Ashley Wenning	138,149	196,058	90	Daniel Hartwig	Surace-Smith
11.	Daniel Walton	133,159	224,219	72.3	Zachary Hart	Surace-Smith
12.	Robert Richman	129,602	181,165	70.4	Matthew Parks	Surace-Smith
13.	Carl Carlberg	126,420	142,693	72.1	Marko Jankovic	Cohen-Cohen
14.	Tony Geer	125,169	195,660	72.5	Travis Picklesimer	Surace-Smith
15.	William Brookshire	122,666	160,959	84	Andrew McQuade	Richard Correa
16.	Raphael Musto	122,087	139,285	70.5	Michael Clemente	Simon Arias
17.	Albert Kauderer	111,290	134,889	86	Albert Serur	Simon Arias
18.	Michael Shaba	110,358	121,114	77.2	Ryan Bisanz	Brian Traboulay
19.	Michelle Crowe	109,909	164,661	79.8	Justin Adams	Simon Arias
20.	London Burnett	109,123	204,474	70.8	Mathew Hart	Surace-Smith

ALL TIME RECORD: \$1,468,394 1st Six Mo Agt
ALL TIME RECORD: \$2,262,883 Net ALP

Master General Agents



1. Matthew Parks
Cleveland, OH



2. Marian Sertler
Schaumburg, IL



3. Ofa Tupouniua
Auckland, NZ



4. Ryan Bisanz
London, ON



5. Jason Bratin
Flushing, NY



6. Robert Kanaan
Halifax, NS



7. Zach Otto
Evansville, IN



8. Marko Jankovic
Los Angeles, CA



9. Steven King
Lansing, MI



10. Zachary Hart
Columbus, OH

April Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Matthew Parks	\$129,723	\$218,369		73.7	Surace-Smith
2.	Marian Sertler	113,253	145,273		74.5	Sabrina Lloyd
3.	Ofa Tupouniua	110,802	144,921		74.3	Steve Friedlander
4.	Ryan Bisanz	95,116	119,129		77.1	Brian Traboulay
5.	Jason Bratin	91,731	142,920		73.3	Theodore Pappas
6.	Robert Kanaan	87,874	135,564		71.3	Imran Satti
7.	Zach Otto	83,167	83,166		74.5	Sabrina Lloyd
8.	Marko Jankovic	74,796	83,733		76.8	Cohen-Cohen
9.	Steven King	74,492	117,514		76.3	Paul Rumbuc
10.	Zachary Hart	71,531	212,918		74.3	Surace-Smith
11.	Stephen Jubrey	68,168	125,642		75.8	Oldham-Bianchi
12.	Ryan Wilson	66,448	107,001		71.6	Philip Prata
13.	Michael Laramie	63,764	96,246		70.9	Steve Greer
14.	Aaron Parks	63,718	114,385		69.5	Simon Arias
15.	Randy Teysier	62,641	74,502		70.8	Simon Arias
16.	Brian Schreiter	55,070	64,541		70.9	Joseph Diecedue
17.	Doreen Ryan-Foti	53,558	322,811		72.9	Jatoft-Foti
18.	Daniel Hartwig	53,551	94,053		71.0	Surace-Smith
19.	Raymond Risucci	52,373	84,105		73.6	Dorian Oldham
20.	Haoyu Xu	51,114	57,217		81.6	Imran Satti

ALL TIME RECORD: \$438,277 1st Six Mo Agt
ALL TIME RECORD: \$723,872 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Ofa Tupouniua	\$739,884	\$902,123		74.3	Steve Friedlander
*2.	Matthew Parks	564,535	883,220		73.7	Surace-Smith
*3.	Zachary Hart	386,889	892,446		74.3	Surace-Smith
*4.	Stephen Jubrey	363,173	669,417		75.8	Oldham-Bianchi
*5.	Marian Sertler	315,563	395,515		74.5	Sabrina Lloyd
6.	Ryan Bisanz	291,810	397,577		77.1	Brian Traboulay
7.	Robert Kanaan	273,691	466,637		71.3	Imran Satti
8.	Ryan Wilson	273,052	449,041		71.6	Philip Prata
9.	Brett Gryska	267,517	470,392		76.0	Oldham-Bianchi
10.	Michael Laramie	252,328	408,866		70.9	Steve Greer
11.	Jason Bratin	249,209	453,547		73.3	Theodore Pappas
12.	Mavrick Fredericks	245,049	340,556		72.1	Gigliione-Ackerman
13.	Marko Jankovic	232,575	279,840		76.8	Cohen-Cohen
14.	Zach Otto	228,672	237,770		74.5	Sabrina Lloyd
15.	Matthew Conrad	223,392	319,826		73.7	Surace-Smith
16.	Raymond Risucci	222,390	336,928		73.6	Dorian Oldham
17.	Steven King	220,050	359,973		76.3	Paul Rumbuc
18.	Randy Teysier	214,864	253,942		70.8	Simon Arias
19.	Travis Picklesimer	210,765	284,453		70.6	Surace-Smith
20.	Kenneth Greer	207,467	276,268		74.6	Steve Greer

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt
ALL TIME RECORD: \$4,468,285 Net ALP

Regional General Agents



1. Thomas Vena
Pittsburgh, PA



2. Robert Janev
Schaumburg, IL



3. Brett Gryska
Rochester, NY



4. Patrick Bendure
Columbus, OH



5. Michael Vasu
Cleveland, OH

April Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Thomas Vena	\$362,790	\$554,544		70.9	Simon Arias
2.	Robert Janev	275,810	318,881		71.5	Sabrina Lloyd
3.	Brett Gryska	233,566	462,737		76.0	Oldham-Bianchi
4.	Patrick Bendure	210,966	415,131		72.9	Surace-Smith
5.	Michael Vasu	202,327	382,735		69.0	Surace-Smith
6.	Paul Kelly	151,631	222,239		73.2	Steve Friedlander
7.	Jason Bratin	139,091	203,918		73.5	Theodore Pappas
8.	Matthew Parks	136,505	230,807		73.6	Surace-Smith
9.	Brian Schreiter	136,084	171,793		71.6	Joseph Diecedue
10.	Robert Kanaan	133,486	190,446		69.8	Imran Satti

ALL TIME RECORD: \$980,159 1st Six Mo Agt
ALL TIME RECORD: \$1,435,508 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Thomas Vena	\$1,305,016	\$1,910,792		70.9	Simon Arias
*2.	Patrick Bendure	1,088,186	1,954,273		72.9	Surace-Smith
3.	Michael Vasu	1,011,361	1,683,180		69.0	Surace-Smith
4.	Brett Gryska	913,536	1,732,137		76.0	Oldham-Bianchi
5.	Paul Kelly	888,934	1,129,726		73.2	Steve Friedlander
6.	Robert Janev	776,357	983,342		71.5	Sabrina Lloyd
7.	Michael Laramie	577,149	826,299		70.6	Steven Greer
8.	Matthew Parks	571,316	895,656		73.6	Surace-Smith
9.	Robert Kanaan	457,973	666,709		69.8	Imran Satti
10.	Ryan Wilson	417,468	648,970		70.9	Philip Prata

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt
ALL TIME RECORD: \$8,242,209 Net ALP

State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Simon Arias
CATEGORY I



Theodore Pappas
CATEGORY II



Chris Hernandez
CATEGORY III



Sabrina Lloyd
CATEGORY IV



Philip Prata
CATEGORY V



Brian Traboulay
CATEGORY VI



Tiffany Roland
CATEGORY VII



Top Rookie

Jason Adamo
Net ALP \$75,674



Top Start-Up

Nigel Crowe
Net ALP \$73,685

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

April

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias		70.2	\$561,309	\$537,500	104		90
II	Theodore Pappas		71.4	\$336,204	\$266,600	126	51.3	177
III	Chris Hernandez		77.2	\$180,998	\$163,400	111	34.4	145
	Imran Satti		74.6	182,885	163,400	112	24.7	137
IV	Sabrina Lloyd		72.0	\$275,810	\$129,000	214	112.5	326
	Joseph Diecedue		70.6	138,342	129,000	107	14.8	122
V	Philip Prata		73.0	\$105,838	\$98,900	107	58.5	166
VI	Brian Traboulay	84		\$95,116	\$86,000	111	39.5	150
	Desi Dimitrova		70.5	82,655	86,000	96	39.2	135
VII	Tiffany Roland		75.9	\$118,339	\$68,800	172	51.6	224
	Eric Neal		72.8	59,767	68,800	87	58.8	146

YTD

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias		70.2	\$2,016,954	\$2,150,000	94		83
III	Imran Satti		74.6	\$598,060	\$653,600	92	20.3	112
	Chris Hernandez		77.2	551,302	653,600	84	20.0	104
IV	Sabrina Lloyd		72.0	\$776,360	\$516,000	150	76.0	227
V	Philip Prata		73.0	\$405,878	\$395,600	103	39.3	142
VII	Tiffany Roland		75.9	\$342,557	\$275,200	124	37.6	162
	Eric Neal		72.8	222,396	275,200	81	28.1	109

April

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Jason Adamo		70.3	\$75,674
	Christine Judge		90	72,139
	Javier Sandoval		70.5	50,115
	Gevorg Yanukyan		84.5	38,614
	Mack Doby		96	31,472
Start-Up	Nigel Crowe		83	\$73,685
	Scott Davis		77.3	29,997
	Chris Lussier		88	28,112
	Chad Panzer		92	21,472

YTD

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Jason Adamo		70.3	\$279,990
	Christine Judge		90	240,972
	Javier Sandoval		70.5	182,978
	Gevorg Yanukyan		84.5	105,984
	Mack Doby		96	31,472
Start-Up	Nigel Crowe		83	\$248,470
	Scott Davis		77.3	160,319
	Chris Lussier		88	110,931
	Chad Panzer		92	71,354

Public Relations



1. Rona Pileggi Spano
CATEGORY I
Chicago, IL



2. Malka Arony
CATEGORY I
Phoenix, AZ



1. Bernard Weaver
CATEGORY II
Pittsburgh, PA



2. Mary Kay McPherson
CATEGORY II
Burleson, TX



1. Julia DiBartolomeo
CATEGORY III
Phoenix, AZ



2. Travis Daniels
CATEGORY III
Pittsburgh, PA



1. Steven Orcherton
CATEGORY IV
Victoria, BC



2. Ken Altizer
CATEGORY IV
Nebo, WV



1. Travis Daniels
Pittsburgh, PA



1. Louie Sanchez
Pasadena, CA



1. Katherine Kidder
Enon Valley, PA

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2012 Hire Date

ICEBREAKER: Reps with 2013 Hire Date

PR MANAGER: Overall card growth at the end of the current month over previous year same month.

April Production

Category	Rank	Name	Production in Cards	Manager
I	1	Rona Pileggi Spano	2,984	IL/Dawn Trudden
	2	Malka Arony	2,834	AZ/Beth Farm
	3	Chuck Hill	2,715	N CA & Reno/Larry Strong
	4	Larry Lozano	2,593	N CA & Reno/Chuck Hill
	5	Brenda Di Somma	1,793	NJ/Brian Ryan
II	1	Bernard Weaver	1,798	PA/Katherine Kidder
	2	Mary Kay McPherson	1,311	Dallas/Jay Bentley
	3	Shey Stout	1,310	Dallas/Jay Bentley
	4	Jessica Ingerick	1,195	MD,DC, N VA/Denise Gilbert
	5	Robin Andrade	1,176	E MA & RI/Susan Kelleher
III	1	Julia DiBartolomeo	2,229	AZ/Malka Arony
	2	Travis Daniels	1,587	PA/Katherine Kidder
	3	Nicole Schneider	1,540	MN/Erica Dalager
	4	Lisa McGee	1,450	CO/Cindy Cleary
	5	Mark Flemm	1,120	PA/Katherine Kidder
IV	1	Steven Orcherton	2,158	BC/Debbie Enstedt
	2	Ken Altizer	1,745	WV/Tamara Williams
	3	Darrell Dorey	1,514	Maritimes/Debbie Enstedt
	4	Amanda Mlinaz	1,368	WI/Laurie Onasch
	5	Paul Winslow	1,321	St Louis/Cynthia Cleary
Rookie	1	Travis Daniels	1,587	PA/Katherine Kidder
IceBreaker	1	Louie Sanchez	472	Los Angeles/Jason Beckman

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

Category	Rank	Name	Production in Cards	Manager
I	*1	Chuck Hill	17,155	N CA & Reno/Larry Strong
	*2	Malka Arony	13,816	AZ/Beth Farm
	3	Larry Lozano	7,517	N CA & Reno/Chuck Hill
	4	Rona Pileggi Spano	5,469	IL/Dawn Trudden
	5	Donald Spohn	4,850	OH/Judy Spade
II	*1	Robin Andrade	7,039	E MA & RI/Susan Kelleher
	*2	Lacy Martin	4,519	Houston/Christa Davis
	3	Bernard Weaver	4,229	PA/Katherine Kidder
	4	Erica Dalager	4,000	MN/Patti Morgan
	5	Jenny Williams	3,888	WA/Shannon Bennett
III	*1	David Blaisdell	8,379	TN & SW NC/Beth Farm
	*2	Julia DiBartolomeo	4,271	AZ/Malka Arony
	3	Cheryl Cook	4,204	PA/Katherine Kidder
	4	Robin Denham	4,082	KS & NW MO/Cindy Cleary
	5	Mario Soljan	3,976	NZ/Steve Friedlander
IV	*1	Sue Akers	7,026	NE/Cindy Cleary
	*2	Amanda Mlinaz	5,859	WI/Laurie Onasch
	3	Diane Caballero	5,169	OK/Jay Bentley
	4	Ken Altizer	4,952	WV/Tamara Williams
	5	Darrell Dorey	4,745	Maritimes/Debbie Enstedt

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER: 61,879 Cards

PR Managers

April Results

Rank	Name	Card Growth	Director
1.	Katherine Kidder	3,904	Denise Gilbert
2.	Judy Spade	3,446	Michelle Baxter
3.	Laurie Onasch	2,491	Billy Sauers
4.	Jay Bentley	2,487	Patti Morgan
5.	Jason Beckman	2,474	Larry Strong

YTD Results

Rank	Name	Card Growth	Director
*1.	Chuck Hill	12,967	Larry Strong
*2.	Jay Bentley	10,435	Patti Morgan
*3.	Judy Spade	10,071	Michelle Baxter
4.	Katherine Kidder	7,277	Denise Gilbert
5.	Erica Dalager	7,007	Patti Morgan

Congratulations to our April Bonus Earners!

Hether Adams	Mark Gagliardi	Carol Matthai	John Smyth
Sue Akers	Rosanna Gill	Lisa McGee	Mario Soljan
Marlene Alen	Laurie Gruber	Erin McKee	Donald Spohn
Ken Altizer	Lisa Guay	Mary Kay McPherson	Jenny Sprout
Robin Andrade	Anna Guido-Rohrer	Thomas Meadows	Christina Stableford
Rog Beaudro	Jerry Hartnett	Amanda Mlinaz	Jaime Starcheski
Polyna Berlin	Jenny Hearn	Robert Moran	Randy Stockley
Gabriela Berloni	Krissa Hensley	Pater Nielsen	Sarah Thomson-Dufrechou
David Blaisdell	Dee Hettinger	Steve Orcherton	Jessica Treybick
Lou Nell Busby	Chuck Hill	Kathleen Pappas	Leo VanDenBussche
Diane Caballero	Tyler Hoffman	Nicole Pate	Lori Vaughn
Richard Case	Brett Hulme	Rona Pileggi Spano	William Verbeten
Fran Christie	Jason Ihle	Janis Pitts	John Wagner
Cheryl Cook	Sandra Knapp	Cas Robinson	Jace Wainwright
Travis Daniels	Shane Knowles	Chas Robinson	AI Wall
Robin Denham	Marilyn Kohlhase	Gary Rothman	Bernard Weaver
Brenda Di Somma	Donna LaMontagna	Irene Rurycz	Jenny Williams
Julia DiBartolomeo	Timothy Leary	David Scalisi	Laura Wilson
Darrell Dorey	Jacqueline Lowe	Nicole Schneider	Paul Winslow
Vivian Dwyer	Larry Lozano	Crystal Senour	Yvonne Zarathustra
George Farenthold	Amanda MacDonald	Anthony Simkovich	
Mark Flemm	Lacy Martin	Patrena Smith	

WORLD'S GREATEST BONUS



1 **RYAN KENDL**
\$6,265
Altig-Orlovic

2 **JOSHUA DISHONG**
\$5,352
Surace-Smith

3 **KATIE MASSART**
\$4,656
Altig-Orlovic

4 **MAX QUASEM**
\$4,315
Cohen-Cohen

5 **MARK LOMONACO**
\$4,092
Altig-Orlovic

APRIL BONUS LEADERS

April Bonus Payout: \$1,165,645
April Bonus Qualifiers: 2,872

\$6,265 Ryan Kendl	\$2,225 Miranda Mortensen	\$1,751 Steven Bosworth	\$1,436 Anita Ferris	\$1,280 Cameron Bain	\$1,096 Filifiloteine Fakapelea	\$964 Ross Ewen	\$870 Christopher Earle
5,352 Joshua Dishong	2,225 Griselda Gonzalez-Gomez	1,749 Joaquin Santos	1,413 Ricardo Garavito	1,277 Alex Rozotto	1,094 Rob Speers	960 Katherine Lorenz	868 Rory Larkin
4,656 Katie Massart	2,219 Robert Ulreich	1,732 Raquel Hall	1,413 Josiah Rendon	1,276 Violetta Goldman	1,091 Zheng Liang Liu	959 Maureen Everick	866 Shorne Brown
4,315 Max Quasem	2,214 Raymond Angeles	1,718 Tracy Lepore	1,411 Danny Favreau	1,275 Peter Hudousek	1,090 Twalya Alexander	957 Douglas Wagner	865 Andera Long
4,092 Mark Lomonaco	2,211 Kelly McDonald	1,709 Al-Karim Walji	1,406 Elizabeth Baxter	1,268 Julia Loboda	1,089 Esther Pedroza	956 Mero Amo	864 Robert Conway
4,076 Erez Shabtay	2,210 James Allen	1,704 Angie Dugas	1,404 Barbara Drummond	1,251 Carmela Pellen	1,082 David Wise	955 Kyle Thompson	864 Jared McCool
3,884 Zachary Hart	2,206 Cynthia Sittig	1,684 Devon Miller	1,402 Travis Petroff	1,248 Cody Toth	1,070 Vaine Rere	954 Robert Bolin	862 Jillian Libenson
3,807 Roghie Hassan Loo	2,187 Herivelto Pereira	1,671 Daniel Burbridge	1,395 Paul LeBlanc	1,244 Daniel Dotson	1,069 Janice Koch	954 Christina Pallante	860 Michael Nowak
3,622 Ruben Soberanes	2,184 Melinda Jacobs	1,671 Jeremy Engrav	1,392 Kevin Schuler	1,243 Samneang Prom	1,069 Thomas Konkel	953 Keegan Borer	860 Susan Bedrossian
3,546 Jeffrey Kosek	2,179 Michelle Crowe	1,668 Meakie Grice	1,386 Jason Theriot	1,242 Douglas Green	1,065 Lauren Coyne	952 Lisa Gomez	860 Crystal Montoya
3,315 Lily Tchen	2,178 Richard Luzaich	1,663 Jamar Sheffey	1,379 Jeremy Lawrence	1,240 Robert Slater	1,063 Bradley Hookfin	943 Justin Demartinis	859 David Norman
3,303 Joey Kennedy	2,163 Bert van der Werff	1,658 Niurka de Armas-Duran	1,371 Marcus Howard	1,239 Scott Smith	1,062 Robert Recker	943 Theodore Manigault	858 Ivy Heke
3,204 Mark Neilson	2,153 Sandra Torres	1,641 Brian Hutchings	1,371 Ryan Vopat	1,239 Lisa Groom	1,061 Sarah Vacheresse	941 Lorena Barriere	857 Alfred Anderson
3,164 Kevin Thurber	2,136 Richard Gendron	1,639 Corey Hallam	1,370 Thomas McCormick	1,237 Nichole Day	1,060 Jeffrey B Miller	941 Nicholas Moore	853 Fariba Darvishzadeh
3,145 Dustin Dunbar	2,133 Bradley Weigand	1,624 Ishrana Ali	1,369 Alesha Myshrall	1,237 Lana Johnson	1,059 Roger Weisman	939 Maria Ramirez	853 Grant Myers
3,062 Hem Pakhrel	2,125 Brian Gilmore	1,611 Beth Snow	1,365 Shayne Guinn	1,234 Mark Caraway	1,059 Victoria Lowe	939 Ashley Dupree	850 Christina Nunez
3,043 Alex Gonzales	2,123 Michael Burningham	1,608 Bernadette Casciato	1,362 Gregory Reinbold	1,234 Chad Davis	1,055 Jason Engelman	935 Kelly Hassert	849 Chauncey Colvin
3,000 Lafi Papalii	2,118 Amr Shater	1,608 Todd Homer	1,360 Scott Remy	1,233 Willie Hayden	1,050 Marc Henderson	932 Antonia Bonilla	848 Ezinne Ogbonnaya
2,975 Jesusdieu Portilus	2,060 Timothy Cruise	1,592 Jennifer Holliday	1,353 Daniel Armstrong	1,219 Debbie Moke	1,044 Bernard Oliphant	931 Theodore Barnes	842 Stephen Temple
2,937 Jeffrey Pearce	2,050 Yihao Chen	1,586 Soonalote Taogaga	1,349 Ifeanyi Ufodu	1,217 Aaron Gentes	1,043 Annemarie Diola	930 Michael Bolser	841 Kitt Hunter
2,824 Liliana Avila	2,036 Maijargal Sukhbaatar	1,582 Bruce Tan	1,341 Tuirina Wehi	1,214 Douglas Zigby	1,039 Roger Lessa	929 Steven Bensingier	836 James Quinlan
2,818 Ronald Rivera	2,017 Michael Sobel	1,577 Peter Hornbeck	1,339 Ratu Kani	1,211 Jinzhou Zhao	1,036 Katie Cetina	929 Jonathan Kitzmiller	836 Andrew Bayang
2,792 Matt Flores	1,988 Duni Olusegun	1,576 Michael Coulthard	1,338 Samuel Vasquez	1,208 Rose-Elizabeth Arbouet	1,035 Kristen Porter	927 Rachel Zimmerman	835 Jenna Barge
2,729 David Ramirez	1,959 Shannon Neville	1,575 Robert Simmen	1,338 Julie Aprahamian	1,207 Holly Lacey	1,032 Theresa Maasi	925 Kevin Ishikane	831 Kristen Lawrence
2,722 Chad Vrenjak	1,914 Roosevelt Jeanty	1,558 Bradley Kampmeier	1,338 Abigail Jacobsen	1,204 Heather Miller	1,030 Daniel Toshner	923 Touraan Smith	830 Elyse Bryan
2,693 Yadollah Pourjalali	1,914 Vakhtang Nazaryan	1,540 Randolph Souliers	1,334 Corey Helly	1,204 Kevin Grenoble	1,029 Jesse Schneider	923 Jesse Schneider	828 Timothy Cooper
2,683 Sherry Schick	1,912 James Aalders	1,513 John Lee	1,327 David Chen	1,203 Christopher Straccialini	1,029 Ryan Leong	922 Troy Plummer	825 Gloria Mendez
2,622 Tevita Maumau	1,897 Denis Snyder	1,502 Carlos Arballo	1,324 Mark Bleier	1,202 Jessica Seroogy	1,029 Yvette Nelson	919 Joyce Gay	825 Anthony Gerbino
2,570 Helen Taylor	1,894 Ryan Boomer	1,501 Larry Finch	1,322 Christopher Hanson	1,202 Christine DiSanto	1,025 Atatui Tavake	919 Ruben Recinos	822 Tracy Haden
2,525 Bilal Farsakh	1,890 Eugene Kashkin	1,499 Raimonda Simkoniene	1,319 Tina Phongsavath	1,025 Katelynn Rukamp	1,025 Atatui Tavake	919 Steven Hoffman	821 Paul White
2,494 Amy Shui	1,869 James Keefer	1,496 Jamie Faulkner	1,319 Gary Gooden	1,022 Chase Huston	1,025 Katelynn Rukamp	918 Rosita Tumpap	821 Kevin McLaughlin
2,479 Curt Snow	1,867 Andrew Haskins	1,495 Cindy Ligsay	1,316 Peter Kaplanis	1,013 Chikako Kress	1,022 Chase Huston	916 Elizabeth Huston	820 Eduardo Ramirez
2,465 Edwin Rodriguez	1,863 Kasali Kotun	1,492 Bernardo Lopez	1,316 Kenneth Ford	1,013 Garret Iida	1,013 Chikako Kress	910 Danielle Barker	814 Victor Schwenoha
2,453 Andrew Bishop	1,831 Richard Carter	1,487 Aaron Haynes	1,314 Victor Rodos	1,010 Alan Sedaghat	1,013 Garret Iida	908 Ronald Friedlander	814 Samantha Sevchek
2,434 Melissa Losk	1,825 Kristopher Tindle	1,485 Robert Snively	1,311 Mario Andres Chavez	1,008 Ricardo Retamoso	1,010 Alan Sedaghat	907 Donald Martin	807 Fadi Farha
2,418 Omar Hashimi	1,788 Alta Adrien	1,469 Akbar Hosseini	1,307 Madai Price	1,006 Gregory McDuffie	1,008 Ricardo Retamoso	905 Sandra Underwood	807 Niraj Patel
2,359 Sonia Ramirez	1,780 Denville Loney	1,462 Kevin Haines	1,307 Madai Price	1,005 Tamra Bloom	1,006 Gregory McDuffie	904 Muhammed Ashraf	805 Craig Alster
2,344 Michael Trinh	1,772 James Doucett	1,459 Michael Schmidt	1,302 John Cochrane	1,005 Samuel A Garcia	1,005 Tamra Bloom	903 Ashley Weddle	804 Latonya Stephens
2,334 Samson Adelufosi	1,768 Justin Germany	1,458 Larry Daniels	1,302 Khou Yang	1,000 Richard Long	1,005 Samuel A Garcia	900 Samuel A Garcia	804 Eva Belle
2,319 Lora Beronja	1,768 Richard Brock	1,455 Randy Markland	1,302 Christopher Lopez	998 Jeanette Luthi	1,000 Richard Long	898 Daniel Hanson	802 Alberto Alcalá
2,259 Dominic Park	1,765 Jason Lee	1,446 Jun Ma	1,289 Stacie Rheingans	998 Wilbur Jung	998 Jeanette Luthi	896 Taralynn Gallant	802 Ansumana Dualu
2,229 Scott Florin	1,762 Mynor Lemus	1,442 Sally Wilson	1,288 Benjamin Ainscough	996 Rosario DeLaTorre	998 Wilbur Jung	895 Louis Bloss	800 Vaimalaala Taufā
				996 Eric Hidy	998 Wilbur Jung	894 Milton Stewart	800 Enrico Paredes
				996 Riley Peters	996 Travis Nakama	894 Jacqueline Lablanc	799 Aaron Pohl
				996 Travis Nakama	996 Keith Sands	890 Ryan Burden	798 Christian Ortiz
				996 Keith Sands	993 Jonathan Ng	889 David Leitch	797 Melanie Smith
				993 Jonathan Ng	993 Glaister Parke	889 Enrique Mancilla	797 Kenneth Richardson
				993 Glaister Parke	993 Kelly Roschbach	887 Monet McCoy	797 Gregory Grady
				993 Kelly Roschbach	993 Raechel Kaminskis	883 Tina Knutson	796 Chuan Lin
				993 Raechel Kaminskis	992 Godfrey Goodrich	882 Katrina Campbell	795 Susan Crawford
				992 Godfrey Goodrich	989 Steven Stensrud	882 Timothy Nolan	788 Catherine Pragosa
				989 Steven Stensrud	987 Robbie Little	882 Susan daCruz	788 Tammy Griswold
				987 Robbie Little	985 Corinne Bradley	881 Joshua Burda	787 David Rockway
				985 Corinne Bradley	985 Michael Schumacher	881 Fritznel Octave	786 Krin Hall
				985 Michael Schumacher	985 Raymon Reynolds	881 Victoria Wippich	786 Epenesa Frost
				985 Raymon Reynolds	982 William Aden	880 Bridgette Scrivani	786 Sosefina Fatai
				982 William Aden	982 Troy DeSander	878 Andrew Evangelista	785 Jessica Prazeres
				982 Troy DeSander	979 Juan Cardona	878 Jude Nkangu	784 Ashley Matte
				979 Juan Cardona	979 Colin Wicks	876 Meaghan Kehl	784 Edward Defurio
				979 Colin Wicks	978 Bryan Hurley	875 Crystal Ridgway	783 Jeanine Coxé
				978 Bryan Hurley	973 Ryan Studer	875 Eloina Moreno	781 Patrick Guthrie
				973 Ryan Studer	972 Muhammad Khokhar	875 Kyle Ayer	780 Austin Soboleski
				972 Muhammad Khokhar	969 Jason Levasseur	874 Nicole Wells	778 Anthony Rodriguez
				969 Jason Levasseur	967 William Parmeter	872 Keith Lashbrook	778 Randy Langtimm
				967 William Parmeter			

WORLD'S GREATEST BONUS - CONTINUED

\$776	Natalie Soboleva	\$714	Jennifer Young	\$659	Luidgy Chery	\$607	Lauren Landgraf	\$568	Doris Williams	\$527	Daren Baker
775	Jamey Haugen	714	Deborah Walker	656	Dale Meyer	606	Roy Williams	568	Donald Wold	527	Michael Russo
773	Michael Stone	713	Grace McQueen	655	Allison Durden	606	Ashley Kirkwood	568	Matthew Rosene	526	Tyrone Toler
773	Gregory Hammond	713	Brian Welsh	654	Seselo Asitomani	605	Paul Stensland	566	Jensen Millar	526	Tevita Lemani
773	Jeffrey Halter	712	Harvey Ridley	653	James Brock	605	Shayne Williams	565	Kelvin Edwards	526	Dawn Selden
773	Peer Shmelzer	712	Nickoy Hylton	653	Mackenzie Ball	604	Gretchen Spain	565	April Lacey	525	Karri Mendoza
772	Tracy Armstead	711	Oscar Ortiz	653	Wayne Kocher	603	Janet Pulido	562	Eva Wilson-Baez	525	Janel Wilder
771	Monica Holden	711	Ryan Phelps	652	Nolan Reid	603	Dacorris Ford	560	Chadrick Rudiger	524	John Nguyen
770	Marti Long	710	Nina Dolman	652	Maximiliano Luna	603	Khurram Qidwai	559	Henry Jensen	523	Daron Stiles
770	Regina Duval	710	Robert Ford	651	Benito Menchaca	603	Thomas King	559	Jamie Hachey	523	Lawrence Broussard
770	Christian Laboy	708	Dustin Edgell	650	Doc Williams	602	Nathaniel Santana	557	Frank Jendusa	523	Bruce Mainprice
767	Gary Richard	708	Candace Thomas	649	Yuridia Stoffa	602	Alexander Spooner	557	Douglas Andrews	522	John Catalano
767	Patrick Cremeans	708	Benita Jackson	649	Musediq Abdul	601	Joseph Tomanovich	555	Kendruca Ruffin	521	Tuwanna O'Neal-Delaney
767	Armani Reyes	707	Jahara Lewis	649	Sharon Ireland	601	Freddie Benson	555	Peter Segedin	521	Jesse Atatai
766	Donna Hines	706	Christopher Akins	648	Thomas Yarbrough	600	Alleyson Murray	554	Mark Joseph	520	Christopher Botelho
764	Cherri Xie	705	Brandon Edens	647	Alva Watkins	600	Ernestine Rush	553	Jonathan Lopez	520	Kevin Rigney
764	Michael Dalton	705	Sara Alghani	647	Eric LaBossiere	600	Stuart Jennens	553	Tek Poudyel	518	Brianna DiPietro
762	Cameron Cimino	704	Jeffrey Fisher	647	Lamine Diakhate	600	Nathyely Garcia	553	Megan Rice	518	Harold Durana
761	Patrick Mueller	704	Jorge Alvarez	646	Adam Wilson	599	Zachary Huth	553	Calvert Clinkscales	518	Tammie Hartman
761	Lakiya Ivery	703	Kimberly Riley	646	David McCusker	598	Melody Short	553	Whitney Williams	516	Herman Morrow
758	Jennifer Agent	703	Sean Feizkhah	645	Margaret Beals	597	Patrick Fowler	553	Austin Lee	516	Christopher Coghill
757	Ashley Walker	698	Dean Jensen	643	James Gallo	596	Harvey Quinn	552	Jamahl Wallace	515	Ronald Knight
756	Thomas Reddoch	697	Sean Punska	643	Alex Merveus	595	Oscar Flores-Najarro	552	Troy Nesmith	514	Troy Newberry
754	Ewa Marinaccio	696	Andrew Aaron	642	Victoria Perea	594	Taylor Licht	550	Gerald Hawkins	513	Rosenell Sterling
754	Quentin Smith	691	Justin Crawford	640	Shiwa Hollingsworth	594	John Regala	549	Nicole Sanders	513	Sinthia Palma
753	Liliana Passara	691	Matthew Logan	640	Amandeep Gill	593	Steve Marker	549	Dawn Reuter	513	Bogdan Dragomir
753	Jason Carbajal	689	Aaron Miller	636	Alycia Sychak	592	Nicholas Barton	549	Maria Diringner	513	Emma Mosher
752	Stevan Savic	689	Robert Drake	635	Antonio Coleman	591	Kent Wormley	546	Jerrina Battle	511	Sandra Linse
751	Stephen Suntala	689	Jeffrey Branham	634	David Melville	590	Benjamin Ahmu	546	Anna Barker	511	Christopher Alderson
750	William Gannon	688	Ed Olfert	634	Nathan Seratt	589	Patricia Nurse	545	Guitri Obamendong	511	Harold Nembhard
749	Cynthia Springer	687	Jennifer Hobin	633	Sonja Mammen	588	Hugo Rios	544	Laura Thornton	510	Carlo Gottshaw
748	Herbert Stell	684	Christine Fargo	632	Dane Johansen	587	Ramonia Lay	543	Jacob Kieffer	508	Daniel Bernard
747	Daniel Rydzewski	683	Jeremiah Wiskeman	632	Matthew Lukesh	587	Nicole Jacintho	543	Matthew Swenk	508	Evelyn Nkwenti
745	Andrew Hamilton	683	Brian Hall	630	Justin Bedard	586	Roberto Navarro	543	Rory Olson	507	Bryan Czajkowski
740	Daniel Spears	681	Robert Hartcorn	630	Tatjana Tikhonov	586	Vonda Loi	542	Erika Spiak	506	Joan Sugimoto
739	Marla Rodrigues-Malcolm	681	Lisa Ediger	629	Jonathan Leitzel	584	John Melendez	541	Andrew Wagner	505	Jay Humes
739	Arthur Sigler	680	Elizabeth Wineera	626	James DePetro	584	Serena Wheeler	540	Ashley Wenning	504	John Hollis
737	Desean Oku	678	Fred Austin	622	Marcia Jobe	584	Fernando Perez	540	Curtis Smith	503	Richard Smith
736	Edward Neidig	676	Sonia Tyner	621	Jordan Dyer	584	Nicole Rhoads	540	Scott Butler	502	Tyrone Washington
735	Joshua Cosentino	675	Brittney Rimmer	621	Douglas Chessum	583	Joseph Lillo	538	Sean Grant	501	Elaine Shreve
735	Richard Kresge	672	Tenisha Seay	621	Debbie Hardy	581	Thomas McNulty	537	Kelly Ward	500	Joshua A Smith
733	Misti Gailey	672	Jacqueline Jaraba-Sanchez	620	Norman Stratz	580	Shala McLean	537	James Smith		
733	Angelo Marsico	672	Jerome Citrowski	620	Beverly Sibert	579	Daniela Carcamo-Mendez	536	Stanley Kepley		
733	David Watkins	671	Robert Park	616	Cindy Rodriguez	577	Deborah Lenzen	536	Terry Whittington		
731	Gina Sharon	670	Christopher Snow	615	Gary Mader	577	Lisa Erickson	535	Oscar Portillo		
731	Leanne Clark	670	Leighanne Tompko	614	Angela Young	576	Joel Louis	535	Danielle Louis		
729	Michael Harnanan	669	Craig Lawson	613	Tristan McAlister	576	Mitchell Vacheresse	534	Lee Jeffers		
729	Lleison Martinez	669	Daniel Bean	613	Linda Byas	575	Nestor Cuellas	534	Diane Peters		
729	Jessica Burrows	668	Odilia Goulart	612	Douglas Simpson	573	Angel Simmons	532	Barbara Harden		
728	Vilimani Ngahe	668	Leah Porter	611	Atreju Hood	572	Stuart McKenzie	532	Nicholas Scordos		
727	Tina Miller	668	Kristyana Garba	610	Michael O'Hagan	572	Kenneth D Johnson	532	Joshua Baker		
726	Andrew Brown	666	Jeffery Stevens	609	Victoria Bolognese	571	Christopher Hammond	531	Lynrod Douglas		
724	Todd Engelson	665	Arie Davis	609	Thomas Clark	571	William Thode	529	Jacqueline Kosalek		
722	Sean Traylen	664	Natasha Waltenbaugh	608	Amanda Polk	569	Jiwanpersaud Boodwa	529	Justin Sanchez		
721	Carlo Buhay	661	Stephen Hinojosa	607	Jaelyn Mister	569	Janice Moseychuck	528	Christian Lee		
721	Mark Knochel	660	Ho Tran	607	Maria Soliz	569	Les Swain	528	Tersee Nande		
717	Samantha Zimmer	659	Jemima Mozard	607	Alejandro Basulto	569	Tim Langlois	528	Benjamin Gennis		



LEADERSHIP BONUS

1



2



3



4



5



MATTHEW PARKS
\$23,475
Surace-Smith

ROBERT KANAAN
\$16,736
Imran Satti

MARIAN SERTLER
\$16,074
Sabrina Lloyd

ZACHARY HART
\$15,990
Surace-Smith

OFA TUPOUNIUA
\$15,245
Steve Friedlander

APRIL BONUS LEADERS

April Bonus Payout: \$831,803

April Bonus Qualifiers: 886

\$23,475 Matthew Parks
16,736 Robert Kanaan
16,074 Marian Sertler
15,990 Zachary Hart
15,245 Ofa Tupouniua
13,896 Doreen Ryan-Foti
12,872 Stephen Jubrey
12,612 Steven King
10,199 Aaron Parks
9,666 Ryan Bisanz
9,513 Ryan Wilson
9,116 Brett Gryska
8,814 Zach Otto
8,510 Maria Willgruber
8,020 James Keefer
7,970 Evan Holzhauser
7,655 Jason Bratin
7,539 Travis Picklesimer
7,454 Haoyu Xu
6,708 Henry Ingraham
6,637 Kyle Johnson
6,632 Daniel Hartwig
6,551 Michael Mandella
6,319 Nicholas Lorence
6,276 Marko Jankovic
6,188 Brian Schreiter
6,119 Justin Adams
6,062 Syed Quadri
5,994 Randy Teyssier
5,788 Albert Serur
5,447 Michael Laramie
5,350 Michael Romeo
5,223 Mavrick Fredericks
5,210 Matthew Diulus
4,931 Stephen Jeung
4,891 Joshua Jackson
4,846 Robert Janev
4,807 Sara Welch
4,798 Alfred Taren

\$4,740 Erik Boyd
4,728 Jordan Chalom
4,683 Dustin Dunlap
4,674 Blake Higuchi
4,580 Ryan Tucker
3,566 Brandon Schwed
4,534 Hal Herman
4,477 Bobby Gujral
4,454 Matt Pflueger
4,440 Brooke Spain
4,396 Timothy Wilson
4,339 John McGrath
4,324 Ryan O'Malley
4,259 Humberto Quintero
4,094 Kenneth Greer
3,890 George Noujaim
3,719 Ryan Hall
3,704 Elias Hazen
3,554 Jack Keiderling
3,524 Ala Awad
3,471 Noel Rose
3,408 Phillip Jenkins
3,393 Ruben Santillana
3,286 William Oseroff
3,145 Erin Allen
3,104 Thomas Vena
3,094 Joshua Bloomquist
3,047 Joshua Olin
3,039 Xavier MacLarty
2,997 Raymond Risucci
2,976 Brodie Fischer
2,883 Ross Budweg
2,838 Trevor Mayer
2,797 Melne Lewis
2,778 Kelly Pilling
2,775 Kaitlyn Brandt
2,766 Byron Paz
2,746 Brandon Teter
2,732 Alexandra Graham

\$2,720 Dorian Brown
2,700 Andrew McQuade
2,699 Cynthia Schneiderman
2,665 Norman Candelore
2,661 Reuben Rios-Cruz
2,651 Jessica Wilhite
2,636 Charley Forshee
2,631 Mark Corkrean
2,604 Magda Figueiredo
2,590 Denise Berrios
2,590 Ryan Stenglein
2,515 Jennifer Wehrle
2,486 David Guzman
2,468 Mathew Hart
2,462 Aaron Ralston
2,391 Bobby Szwaja
2,355 Richard Barbour
2,338 Michael Clemente
2,315 Nicole Sanders
2,274 Rita Haidinger
2,273 Darron Hacker
2,272 Matthew Conrad
2,242 Richard Whyte
2,205 Souleymane Bah
2,203 Randall Cook
2,178 Randolph Souliers
2,173 Tony Geer
2,169 Cherri Xie
2,109 Nasr Quadri
2,109 John Napiza
2,063 Aaron Haynes
2,041 Herman Fennell
1,961 Derek Cotton
1,948 Craig Strompf
1,945 Cara DeFiore
1,944 Matthew Girard
1,939 Darren Miller
1,939 Jake Yagjian
1,926 Richard Dyer

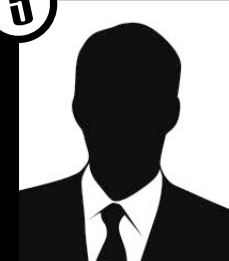
\$1,918 Darrell Asbell
1,907 Hunter Houvener
1,904 Jacqueline Kosalek
1,889 Jonathan Maust
1,861 Robert Dunn
1,829 Mark Kukielski
1,819 Matthew Turnquist
1,746 Milica Zivkovic
1,707 Kathryn Chaisson
1,681 Kevin Appasamy
1,660 Marko Brkovic
1,622 Tanner Daves
1,617 Richard Johnson
1,614 Jason Green
1,605 Samantha Slinger
1,598 Vicki Kingi
1,596 Sokol Fazliu
1,547 Jonathan Emura
1,540 Ho Tran
1,531 Timothy Kieran
1,525 Tina Phongsavath
1,511 Shorne Brown
1,498 Bettie Wallace-Moore
1,490 Faleuseni Maumau
1,438 Mohammed Moalawi
1,434 Thomas Yarbrough
1,433 Wendy Sotelo
1,428 Bryan Froneyberger
1,417 Jessica Santamarina
1,412 Mike Bray
1,391 Aldina DaRosa
1,373 Stephen Giddens
1,373 Tara Weisz
1,349 Drew Frazier
1,341 Louis Giogaia
1,332 Ibrahim Bah
1,331 Kevin Huber
1,317 Alex Torruella
1,308 Marc Salvaggi

\$1,307 Nicholas Moore
1,303 Mark Diebolt
1,279 Renada Bogan
1,274 Alta Herpel
1,265 Charles Ferrari
1,263 Lincoln Kline
1,259 Volodymyr Derevyanyy
1,245 Anthony R Wright
1,245 Michael Sudzina
1,201 Sharif Grays
1,198 Randy O'Campo
1,189 Kevin Talbot
1,189 Robert Richman
1,184 Matthew Sturgeon
1,183 Darwin Roman
1,156 Janel Wilder
1,154 Michael Shaba
1,152 Jesse Spencer
1,134 Joshua Cosentino
1,075 Carl Carlberg
1,074 Daniel Walton
1,063 Steve Marker
1,034 Lindsey Marks
1,030 Christopher Kennedy
1,029 Shahab Mahdavinejad
1,028 William Brookshire
1,009 Kody Kramme
1,008 Tracy Barrett
1,008 Ileana Rosas
1,006 Minh Phung
1,001 Lamar Livingston
1,001 Jenna Gula
997 Brandi Hershey
996 Karolina Debek
977 James Gallo
968 Matt Flores
964 Rebecca Klebsch
953 Konnor Wylly
948 Mark Hileman
946 Angela Willis
940 Christina Black
940 Caio Rosa
931 Pamela Altman
930 Ronald Esmon
914 Michelle Crowe
900 Bradley Gray
887 Marcus Street
883 Natalie Soboleva
871 Brandon Hopf
867 Violetta Goldman
856 Gabriel Feldmann
855 Albert Kauderer
850 Kelly Ekker
847 John Reeves
846 John Serrano
844 Jaison Gallagher
834 Andrew Aaron
831 Steve James
826 Adeyemi Akinade
818 Brian Welsh
818 Glaister Parke
816 Alyssa Huber
786 Erin Moyer
783 Abdul Yusuff
779 Roosevelt Wilson
776 Eric Thompson

\$772 Stephen Hill
767 Victor Schwenoha
764 John Stankoski
762 Paavo Cymanow
761 Joy Nardone
758 Ashley Wenning
744 Levar Morgan
740 Tay Krause
740 Kayla McIver
733 Harrynarine Ramoutar
730 Timothy Watson
729 Lewis Clack
713 Kevin Ristau
710 Brian Culp
710 John Galindo
708 Brenton Patterson
695 Nicholas Triantafyllidis
694 Sharon Brenner
691 Dustin Brooks
691 Joshua Dishong
683 Carl Boldon
682 Arie Davis
682 Josephine Archuleta
678 Virginia Lee
672 Dorothy Niederer
669 Raphael Musto
667 Laaina Havea
661 Devin Dingey
660 Melanie Hail
658 Seth Reising
657 Corey Moore
652 Natalie Wagner
648 Aaron McLean
647 Lorenzo Lameko
642 Moli Kaufusi
642 John Leggio
637 William Whaley
635 Taina Lameko
630 Mark Glazer
628 Brian Sundberg
623 Nathan Gay
623 Jennifer Young
619 Laliitha Janardhanan
613 Natalie Linker
612 Thaddeus Stansberry
610 Fernanda Vaslet
608 James Raymond
606 Jordan Albright
599 Krystal Gordon
590 Keith Coscia
580 Donald Lee
578 Mary-Delores Ayarzagoitia
575 Tanisha Mathis
572 Frank Colletti
570 Caleb Douce
570 Regina Duval
563 Diego Arangopuerta
560 Brent Arbour
559 Michelle Kyles
553 Andjela Avram
553 Paul Kelly
550 Michele Kirk
548 Anthony Gargano
546 Tevita Tupouniua
543 Michael Poaps
542 Valerie Cormier

\$540 Daniel Umbertone
539 Daniel Hwang
538 Dustin Edgell
527 Joseph Pappalardo
527 Alex Grakhov
508 Jorge Guerra
505 John Donovan
504 Jeremie Dupuis
503 David Broughton

SA/GA DIRECT CODE FIELD TRAINING BONUS



BRODIE FISCHER
\$4,950
Imran Satti

MARKO BRKOVIC
\$3,391
Sabrina Lloyd

VICKI KINGI
\$3,197
Steve Friedlander

TONY GEER
\$2,772
Surace-Smith

MARK HARHAGER
\$2,620
Matt Henderson

APRIL BONUS LEADERS

April Bonus Payout: \$300,732
April Bonus Qualifiers: 680

- \$4,950 Brodie Fischer
- 3,391 Marko Brkovic
- 3,197 Vicki Kingi
- 2,772 Tony Geer
- 2,620 Mark Harhager
- 2,606 Mark Diebolt
- 2,548 Alta Herpel
- 2,544 Mike Bray
- 2,536 Lincoln Kline
- 2,511 Bryan Froneyberger
- 2,483 Milica Zivkovic
- 2,437 Anthony Wright
- 2,368 Matthew Sturgeon
- 2,329 Alex Torruella
- 2,288 Ibrahim Bah
- 2,179 Jesse Spencer
- 2,139 Stephen Giddens
- 2,130 Richard Whyte
- 2,076 Kevin Talbot
- 2,067 Lindsey Marks
- 2,057 Jason Green
- 2,016 Carl Carlberg
- 2,005 Tracy Barrett
- 2,002 Lamar Livingston
- 1,892 Angela Willis
- 1,887 Karolina Debek
- 1,875 James Gallo
- 1,859 Ronald Esmon
- 1,851 Aaron McLean
- 1,822 Thomas Kijanowski
- 1,747 Brandon Hopf
- 1,713 Shahab Mahdavinejad
- 1,700 Kelly Ekker
- 1,634 Jaison Gallagher
- 1,631 Alyssa Huber
- 1,630 Marcus Street
- 1,625 Polina Philbin
- 1,539 Erin Moyer
- 1,524 Janel Wilder
- 1,501 Michael Sudzina
- 1,478 Wendy Sotelo
- 1,459 Pamela Altman
- 1,420 Brenton Patterson

- \$1,406 Steve Marker
- 1,405 Ileana Rosas
- 1,392 Paavo Cymanow
- 1,371 Dustin Edgell
- 1,363 Josephine Archuleta
- 1,360 Kayla McIver
- 1,355 Natalie Soboleva
- 1,343 Dorothy Niederer
- 1,335 Michael Shaba
- 1,335 Laaina Havea
- 1,321 Devin Dingey
- 1,321 Melanie Hail
- 1,315 Corey Moore
- 1,305 William Whaley
- 1,286 Marc Salvaggi
- 1,262 Joshua Dishong
- 1,258 Brandon Smith
- 1,258 John Leggio
- 1,255 Tanisha Mathis
- 1,245 Jennifer Young
- 1,244 Moli Kaufusi
- 1,198 Krystal Gordon
- 1,196 Christopher Earle
- 1,167 Nicole Sanders
- 1,161 Donald Lee
- 1,158 Virginia Lee
- 1,156 Tien Nguyen
- 1,139 Regina Duval
- 1,135 Keith Coscia
- 1,131 Unique Hunnicutt
- 1,119 Harrynarine Ramoutar
- 1,100 Joshua Cosentino
- 1,094 Christina Black
- 1,090 DeAnthony Hartman
- 1,086 Michael Poaps
- 1,084 Natasha Waltenbaugh
- 1,079 Aaron Haynes
- 1,076 Roosevelt Wilson
- 1,076 David Guzman
- 1,075 Anthony Gargano
- 1,030 Christopher Chovanec
- 1,026 Jordan Albright
- 1,009 John Donovan

- \$1,006 David Broughton
- 1,005 Ryan Fickert
- 1,004 Abdul Yusuff
- 983 Mary Brancazio
- 979 Eric Schwabauer
- 979 Nicholas Triantafyllidis
- 970 Charles Ferrari
- 957 Tevita Tupouniua
- 953 Katherine Boggan
- 950 Jonathan Phillips
- 941 Aaron Dupras
- 929 Randy O'Campo
- 926 Eric Gallant-Munroe
- 925 Glaister Parke
- 923 Drew Burdi
- 922 Karl Amlie
- 916 Ruben Santillana
- 913 Sylvener Pierre
- 904 Andjela Avram
- 893 Erin Moore
- 892 Leya Kirchstein
- 884 Katherine Lorenz
- 882 Kierra Goodwin
- 868 Justin Fisher
- 867 Michael Proctor
- 863 Jason Crawford
- 856 Michelle Kyles
- 856 Matthew Conrad
- 848 Robert Phillips
- 845 Patrick Fowler
- 844 Adrian S Johnson
- 833 Henry Fornet
- 833 Larry Gatt
- 826 Andrew McCarthy
- 822 Barry Marbach
- 821 Timothy Watson
- 820 Michelle Crowe
- 811 Duane Shaw
- 809 Alexander Dorey
- 804 Bradley Gaspard
- 791 John Garrett
- 783 Eder Ribeiro
- 778 Adam Meyer

- \$777 Katie Cetina
- 765 Marta Cunha
- 751 Bruce Viaje
- 742 Lewis Clack
- 735 Jintana Maleehual
- 734 Caleb Spore
- 731 Devin Adams
- 730 Jacob Kieffer
- 728 Steven Stensrud
- 720 Bilal Farsakh
- 718 Mohammed Moalawi
- 708 David Rockway
- 703 Clinton Spaeth
- 700 Devon Chapman
- 697 Seth Reising
- 696 Rona Turner
- 689 Sidney Spear
- 674 Philip Roffi
- 657 Jamal Simmons
- 656 Kyle Lewicki
- 654 Kenneth D Johnson
- 651 Valerie Cormier
- 647 Ariana Jones
- 646 Michael Lindsey
- 646 Cameron Cimino
- 644 Zathia Zarza
- 641 Douglas Peak
- 632 Daniel Hwang
- 630 Daniel Crichton
- 626 Erin Dincola
- 624 Andre McCallum
- 624 John Galindo
- 616 Maria Soliz
- 610 Michael Roe
- 609 Eric Peyton
- 608 Violetta Goldman
- 607 Sharon Barnes
- 602 Lawrence Smith
- 595 Shorne Brown
- 594 Edwin Montoya
- 587 Myrle Salomon
- 586 Daniel Bean
- 585 Alan Grage

- \$583 Reynolds Akuamoa
- 581 Dustin Brooks
- 577 Peter Kwiatkowski
- 573 Antonio Bond
- 573 Godfrey Goodrich
- 571 Debbie Moke

- \$570 Ayman Elsalhy
- 570 Jermaine Jordan
- 566 Ian Noble
- 563 Joseph Cost
- 561 Roberto Nieves
- 554 Brian Allt

- \$554 Emmanuel Villasenor
- 553 Alecia Smith
- 545 Christine Jesoraldo
- 542 Peter McEnaney
- 542 Jacqueline Kosalek
- 539 Andrea Petti

- \$531 Dennis Lockett
- 530 Maxx Schumann
- 515 Jason Johnson
- 506 Robert Folden
- 503 Nicole Conrad

REINSTATEMENT BONUS



SAMI MOGANNAM
\$3,374
Jatoft-Foti

NABIL SPAHI
\$1,759
Giglione-Ackerman

RICHARD WALUS
\$1,719
Bob Olson

DJENABOU DIALLO
\$1,416
Fred Hadayia

NICOLE CONLEY
\$1,208
Oldham-Bianchi

APRIL BONUS LEADERS

April Bonus Payout: \$47,127
April Bonus Qualifiers: 160

- \$3,374 Sami Mogannam
- 1,759 Nabil Spahi
- 1,719 Richard Walus
- 1,416 Djenabou Diallo
- 1,208 Nicole Conley
- 1,073 Mitchell Look

- \$986 Bruce Tan
- 978 Victor Restrepo
- 947 Jose Castillo
- 926 Joseph Smith
- 910 Katherine Fallon
- 837 Nikki Crosby

- \$830 Gary Gottlieb
- 701 Emil Mohareb
- 646 Peter Kaplanis
- 635 Olga Tsymbal
- 617 Frank Kolligian
- 582 Ronald Rivera

- \$563 Dason Phaul
- 542 Brandi Graff
- 536 Maria Ramirez
- 523 Beau Locker
- 510 Craig Winkelman

4 BONUS TOTAL: \$2,345,307

WORLDS GREATEST

\$1,165,645

LEADERSHIP

\$831,803

SA/GA TRAINING

\$300,732

REINSTATEMENT

\$47,127

FOUNDERS CLUB

April 2013 Qualifiers — Outstanding Producers & PR Representatives:



Lora Beronja

Chris Hernandez
1st Qualification
\$70,820 Net ALP
92.4 Ret



Chuck Hill

N CA & Reno
3rd Qualification
17,155 Cards

Directors of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Martin Groves



Martin had 36.6% growth over April of 2012.
We applaud your achievement, Martin!

PR Director of the Month

Leaders growing leaders!

Beth Farm



Beth is the Top Director for April 2013 with 48.73% Lead Growth.
We salute your accomplishment, Beth!

Perspective



Scott Smith

President
& Chief Marketing Officer

Giving the Ability to Give... and achieving the fifth step!

This month's *Spotlight* features many of the good deeds and charitable giving efforts that American and National Income Life are involved in. It feels great to be involved with a company whose track record is to make the world a better place for everyone, especially those in need.

While the Company is often at the forefront, it is you who make the difference. At the heart of giving back was our founder, Bernard Rapoport, one of the most philanthropic men our country has ever known. It is Mr. Rapoport who has influenced most the burning desire of our CEO Roger Smith to leave every community we touch in a little better shape because we touched it. And those who, without question, give the most, the State General Agent body, must be commended and acknowledged for setting the pace with their generosity.

What I find interesting are the parallels between our Company's spirit of giving and our belief in *Opportunity Unlimited*. In the concept of true opportunity unlimited, we speak of the ability of all of us, especially field management, to offer Opportunity Unlimited to others. We offer individuals who are willing to accept challenge and who possess a strong work ethic to step up and take advantage of a true shot at lifetime financial prosperity.

But true *Opportunity Unlimited* extends far beyond just the opportunity to make money. It extends more particularly into two additional arenas. The first is that once you have begun to capitalize on *Opportunity Unlimited*, you are now eligible to offer *Opportunity Unlimited* to others. When you have reached this milestone, not only are you getting rich materially, you are now eligible to be enriched by the gift of offering the opportunity to others as well. It is then you learn that the thrill of being a part of another person's success surpasses the riches of your own financial opportunity.

The second arena is your own personal ability to give back to your community, your church, or anyone less fortunate than you are. It is commendable to give when the world is watching, it is charitable to give in public; however, it is a gift to yourself when you are charitable and no one is watching. Giving in private doesn't necessarily need to be big or expensive; it could be just a random act of kindness. It's not difficult to pick out an individual in need of some help. And your charitable acts take on mega proportions when offered to someone in need but too humble to seek.

Again, through the funnel of life we call American Income Life, let's talk about the steps of self-fulfillment:

1. Capitalizing on your own *Opportunity Unlimited*
2. Becoming financially prosperous
3. Offering, mentoring and coaching an individual to financial prosperity
4. Giving back to the community as a part of the pack
5. Giving back to the community when no one is watching

So make a commitment to the five steps of *Opportunity Unlimited*. If you achieve them, you will become financially well off, feel great about offering the AIL-NILICO opportunity to others and along the way make a difference to those in need.

It makes a big difference. And not just to you either.

THE CITY

historical



Escape to Alcatraz.

THE HILTON SAN FRANCISCO UNION SQUARE HOTEL IS OUR DESTINATION FOR THE 2014 CONVENTION! MAY 29-JUNE 1

For complete Convention Qualifications: www.aillife.com/arc/spotlight.aspx

